THE CANNED GOODS TRADE

An Independent Journal of the Canning AND Allied Industries

THE CANNED GOODS AUTHORITY OF THE WORLD.

OFFICE: ROOMS, 304-5 MARYLAND SAVINGS BANK BLDG. BALTIMORE, MD.

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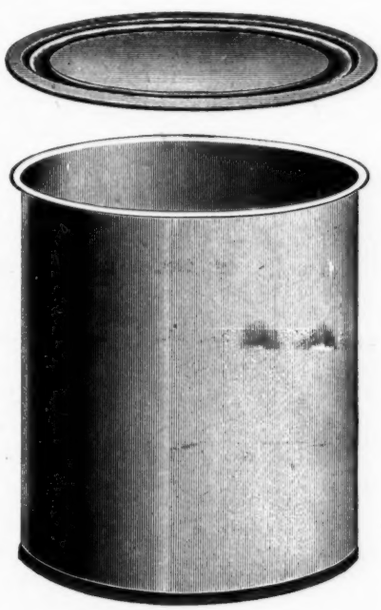


"AMERICAN" OPEN-TOP-CANS

THE Can with the Lock Seam. We will furnish them to you plain or enameled. Our enameled, lock seamed open-top cans have . . . . .

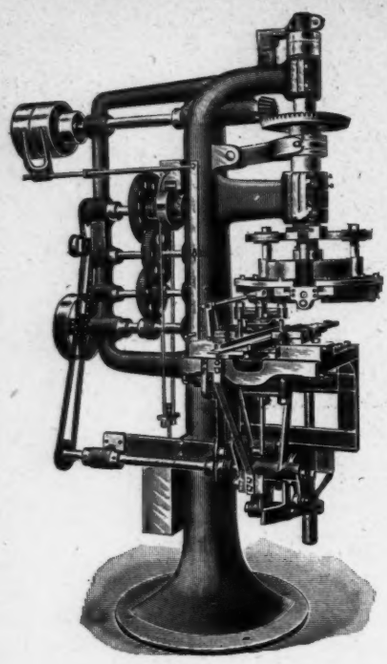
NO BURNED STREAK

. ON THE INSIDE .

Let us tell you why and quote you prices.

AMERICAN CAN COMPANY

NEW YORK BALTIMORE CHICAGO SAN FRANCISCO



PATENTED.

THE CANS STAND STILL.

For doing Irregular Work, Square Cans, Etc.

THE CANS STAND STILL

IN THE

STEWARD SANITARY CAN SYSTEM.

If you have not thoroughly—definitely—investigated the merits of these machines, you owe it to yourself to do so—now. . . . . .

Every packer who aims for something good, should use the best, that is ours. Our cans and machines are having grand success, and they have a record. The Cans Stand Still. . . . . .

We expect to have a factory in Western New York so that our friends can get cans at reasonable freight rates. . . . . .

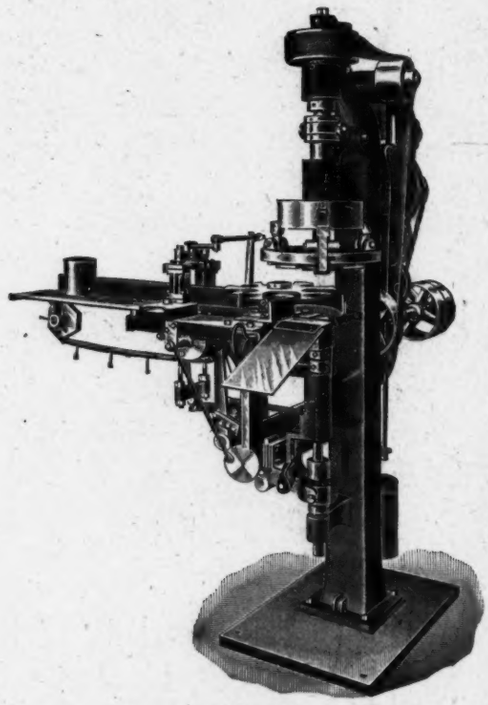
SOME CANNERS are using several of our Double-Seamers—ONE 28; ANOTHER 50 Machines. Three Concerns in Maine will have a capacity of nearly a million cans a day the coming season.

"ENOUGH SAID."

PATENTED.

THE CANS STAND STILL.

AUTOMATIC FEED.



PATENTED.

THE CANS STAND STILL.

PARTICULARS FOR THE ASKING.

L. & J. A. STEWARD,

MANUFACTURERS OF CANS AND MACHINERY,

RUTLAND, VERMONT.

POPE

"CLEAN AND BRIGHT"

TIN PLATES

Are manufactured in the most modern and completely equipped mill in the country.

Concentrating our efforts upon the manufacture of canning tin plates, it is reasonable to believe that we succeed in making the best.

Whether you make or buy your cans, you will find them satisfactory if our plates are in the making.

POPE TIN PLATE COMPANY,

PITTSBURG, - PA.

Write Us For Reasons.

A Reputation Itself.

NEVERSLIP SOLDER

THE PRODUCT.
THE GOODS . . .

A PURE FOOD FOR ALL CAPPING MACHINES.—DON'T LAUGH, ASK YOUR NEIGHBOR.—THANKS TO ALL CONSUMERS FOR THEIR CONTINUED USE SINCE IT WAS BORN—1902. : : : :

NEVERSLIP. **OUR LOWEST STANDARD.**

Better than the Best of all Products We Ever Made. "What we have done with Neverslip Wire Solder" in the Past, is our Lowest Standard FOR WHAT WE EXPECT TO DO, AND : : : : : :

WHAT MAY BE EXPECTED OF NEVERSLIP IN THE FUTURE.

KEEP YOUR EYE ON IT

IF IT'S SOLDER YOU WANT, AND IT CAN BE MADE, WE MAKE IT. JUST THINK, WE MAKE TRIANGLE, DROP AND STICK SOLDER, 30 POUNDS A MINUTE—THAT'S GOING SOME. : :

E. M. LANG &
16 & 18 EXCHANGE PLACE,
NEW YORK CITY, N. Y.

OR

E. M. LANG &
FACTORY
PORTLAND, - MAINE.

PACKERS CANS

THE NATIONAL PURE FOOD LAW SAYS:

TIN CONTAINERS MUST BE OUTSIDE SOLDERED.

We are prepared to furnish the trade with Cans that are entirely outside soldered.

Cans that have no solder on the inside of Seam.

Cans that are made of non acid flux.

Cans that are clean both inside and outside.

Give us a trial order and we will convince you that WHEELING CANS are as near perfect as it is possible to make them.

Wheeling Can Company,

OLIVER J. JOHNSON, President. Wheeling, W. Va.

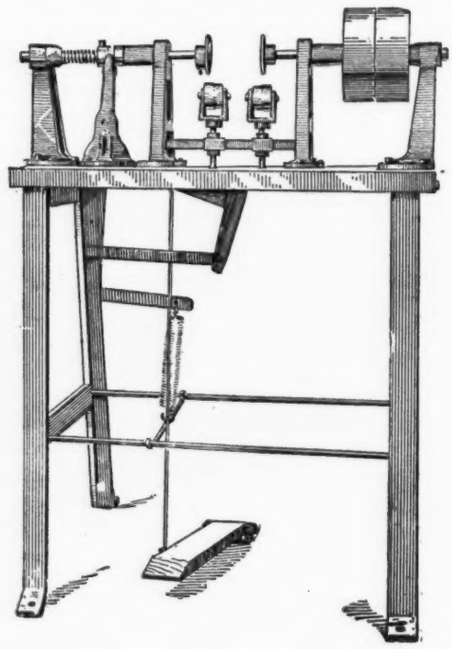
SLAYSMAN AUTOMATIC CAN TESTER

50,000 Capacity Per Day

AND EVERY LEAK DETECTED

DOUBLE - END - CRIMPER

FOR HAND OR POWER



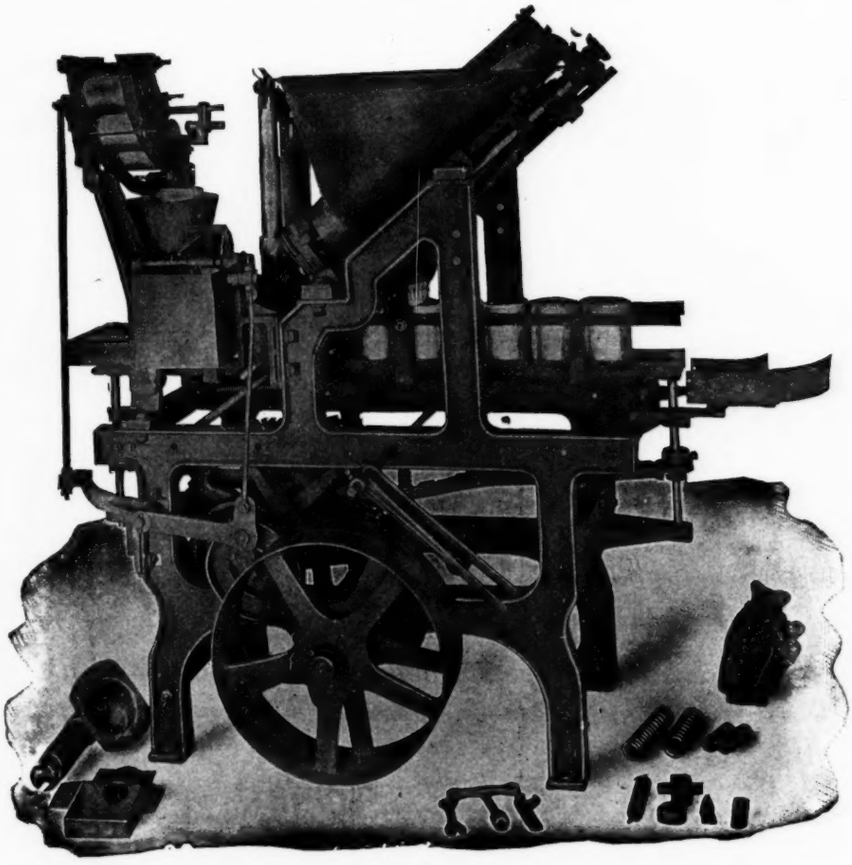
SLAYSMAN & COMPANY,

Factory: 125-127 East Falls Avenue. *Office and Salesrooms: 718 East Pratt Street.*

BALTIMORE, MD.

IN WRITING ADVERTISERS, KINDLY MENTION THE TRADE.

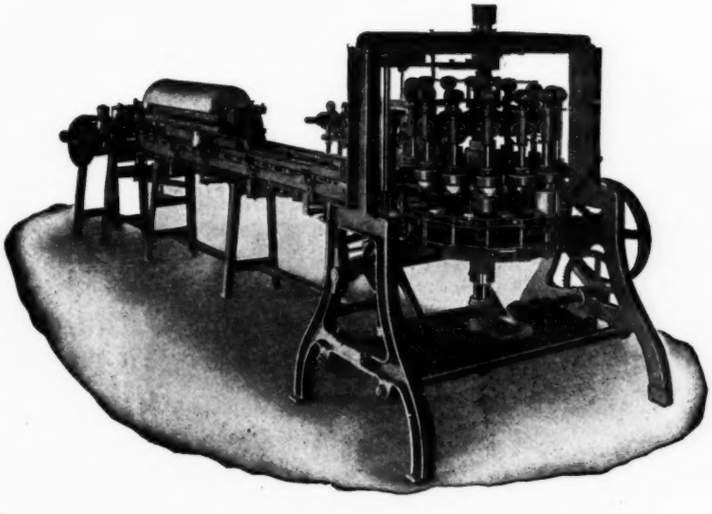
AYARS "KING" FILLER



Special Exhaust Attachment

Automatically heats the tomatoes before putting them into the cans. Tested for two years and entirely satisfactory. Send for reference.

UNIVERSAL CONTINUOUS CAPPER



Works equally well with wire solder, solder hemmed or solder applied caps.

Will cap any size can from a No. 3 to a No. 1 flat.

Ayars Machine Company,

Salem, New Jersey.

BROWN, BOGGS CO., LTD., HAMILTON, ONT., Sole Agents for Canada.

OPEN FACTS

OUR STREAK

The American people have awakened, and now RECOGNIZE the Sanitary Can as the up-to-date Can for up-to-date packers.

The American people have been watching our "blue Streak" and have seen it burn its way from New York to San Francisco.

We have justified our claims for the Sanitary Can, and now have the satisfaction of having it regarded by all, from Can Maker to Consumer, as a necessity in the production of BETTER CANNED GOODS.

Sanitary Cans and Sanitary Enamel-lined Cans have been ORIGINATED, DEVELOPED and PERFECTED by us. Our many years experience is worth much to the packer.

We manufacture ONLY this type of Can, and devote our entire attention to it. We have no experiments to try out on any one.

"The Can Without the Cap-hole."

Sanitary Can Company

Factories: FAIRPORT, N. Y.
INDIANAPOLIS, IND.
BRIDGETON, N. J.

General Offices: FAIRPORT.
N. Y. Office: 105 HUDSON ST.

All Cans Manufactured Under Max Ams Patents.

STANDARD OIL CO'S **DEODORIZED GASOLINE** Is used by 95 per cent of the CANNING TRADE. Why? Because it is best and cheapest, and is for sale everywhere by Tank Wagon, in Barrels or Iron Drums

Address Our Nearest Tank Station or BALTIMORE OFFICE.

THE CANNED GOODS TRADE

An Independent Journal of the Canning AND Allied Industries

BALTIMORE, FRIDAY, AUGUST 9, 1907.

No. 2

PACKERS' CANS

FOR

Peas - Beans

. . . . Corn . . . .

Order early to make sure of getting them on time.

American Can Company

New York Baltimore Chicago San Francisco

Weekly Review

Of the Canned Goods Situation. Market Reports.
Conditions and Changes. Outlook.

Tomatoes have been coming to the Baltimore market quite freely this week, and the packers are taking full advantage of their opportunity. The supply has been drawn from both New Jersey and from Anne Arundel County, the great garden spot of Baltimore, and is of fairly good quality, though not ripe enough.

Here is where the packers are meeting their greatest difficulty, for the absence of coloring matter this year prevents them from presenting such stock in attractive, nicely ripened condition, as of yore. Although the prices paid for this stock are such as should warrent the packers turning it into full standard tomatoes, they cannot do so, without a great deal of extra labor, and as a consequence most of this stock is going into seconds. Commission men are demanding 22c. per basket for tomatoes of the quality referred to, and the prices thus range from 45c. to 60c. per bushel. At this rate, even if the quality of the tomatoes would warrent the packers making standards of them, there would be a very small margin of profit left for the packer.

All houses in this City have, however, started work on them and are taking all they can get, and it is noticeable that the same quality of stock is found going into every factory; so that none seem to have the advantage of the others in the grade of tomatoes they get. There is an apparent good demand for them, some of the houses not being able to supply orders for immediate shipment from new stock, and have been compelled to turn them down.

Looking at the situation from all sections of the country it would seem that the condition of tomatoes, generally, is not nearly so rosey as it began to look last week. Sections which have been having good weather and have seen their plants advance rapidly are reporting that the plants do not contain the fruit nor the blossoms that they should, and that, therefore the yield from this acreage, even under the most favorable circumstances will not be what it should. Everywhere the danger of frost in the early fall is a very considerable factor, and packers

are not overlooking these signs. They look upon the situation as one requiring considerable conservatism on their part, and as a consequence they are loath to make any further contracts. They can see no reason for anticipating an immense yield of tomatoes this season, and consequently a heavy pack; and it is now generally considered that there will not be many more tomatoes put into cans this season than will suffice for actual requirements. Indiana promised at one time to have the heaviest packing of tomatoes in her history; but wise canners now see that this will not materialize, and many other sections that counted in this way have begun to curtail their reports. The season has been too uncertain in every other article handled this year to expect tomatoes to be an entire exception, and we think the packers are wise in going slow. They may possibly get better prices for spot stocks in November than they can now get for futures to be delivered in September. At any rate they are going to take the chance.

In this market tomatoes have had another slight falling off, and are quoted for No. 3 standards at 82½c. to 87½c., as outside figures; seconds at 77½c. to 82½c., No. 2 67½c. to 70c.

Corn is not doing as well as it should in the field; is coming along slowly and showing considerable yellow streaks. On the shortened acreage put in this season this bids fair to yield a very small crop, and a pack in conformity with this yield, as is certain. This condition is giving holders of spot corn courage, so that while there are no actual changes to note in the quotations, there is a strength to the market that it has not had for more than a year. There is but little doubt that corn will get back to a good position among canned goods this year, and regain the prestage it lost on account of the heavy packing of the past two years. Full standard moist pack is quoted at 70c. to 75c. in this market, and New York or Maine style at 60c. to 65c., full standard shoepeg is also quoted at 70c. to 75c.

Pears, in the face of a poor yield and small pack have advanced considerably on the week and No. 2 standards are now quoted at 85c., No. 3 standards at $1.30. Fruits of all kinds will be found good holdings and with small fruits and berries can only be expected to harden in price.

Though we are right now in what should be the heart of the peach packing time in this City there are no peaches worthy of mention coming in and the canneries of this City are entirely without them. The early arrivals from Georgia and Arkansas—for there were peaches brought from that distant point to Baltimore this season—have had their day and are done, and the Maryland-Delaware crop has not put in appearance. What peaches have been packed have been grabbed up as quick as packed, and practically at the packers' own prices. In fact they are not now naming prices on this fruit, except as they have it in hand, and know actually the cost to them of producing it.

In the metal market there are no changes to note, except a weakening in the prices of pig tin which is now $40. to $40.50, where it was $42.00 to $42.50; and also in pig lead which is now quoted at $5.35 to $5.60, where it was $5.50 to $5.75.

Canners' metals may be found on their regular page.

New York Market

Reported by Special Correspondent. Market Conditions, Changes and Outlook.

NEW YORK, Aug. 7.—With improvement in crop prospects and other features of a similar character, the canned goods market has shown weakness during the week on some varieties, as compared with previous range of prices. Other varieties have remained the same, with a market reasonably firm and in a few instances a strong upward tendency manifested. As a

The Metallic Decorating Co.

...TIN PLATE DECORATING...
IN ALL IT'S BRANCHES

GOLD LACQUERING AND PRINTING
OF PLATES TO STAND PROCESSING
A SPECIALTY. . . . . .

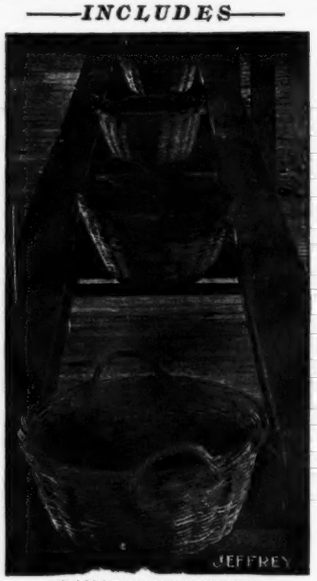
AMPLE FACILITIES TO EXECUTE ORDERS QUICKLY

194 CHAMBERS STREET
NEW YORK, - - - N. Y.

WORKS WITH R. R. SIDETRACK:
BROOKLYN, - - - N. Y.

Jeffrey Machinery
—FOR—
CANNERS AND PACKERS
—INCLUDES—

Conveyors for Crates, Boxes and Baskets
Endless Apron Carriers.



Peeling Tables, Basket, Package and Barrel Elevators, Chain Belting

CATALOGUES FREE.

THE JEFFREY MANUFACTURING CO.
COLUMBUS, OHIO.
New York. Chicago. Pittsburg. Denver. Knoxville. Charleston, W. Va.

whole, the changes have been rather toward weakness than otherwise and sales have have been made in relatively smaller quantities than previously this season. The influx of fresh fruits and vegetables has its influence in checking demand for different varieties, while packers and holders of canned goods insist upon high prices or refuse a sale. The market is, therefore, in a more or less quiescent position and is rather waiting to see what will be done before making further moves in any direction.

Tomatoes—Spot stocks are easy and lower under persistent offerings of ordinary standard 3s and favorable prospects for the coming pack. A good deal of new pack stock, showing pale color and off standard quality has been offered at irregular prices. And this has served to depress the market seriously and make it weaker than last week. Sales of old pack 3s have been made as low as 90c, but it is understood that these sales were for the purpose of cleaning up stock and did not in any sense represent the market, excepting as indicating the tendency. But this price is all jobbers will offer for stock and it is predicted that it will be the ruling price shortly. They are buying only sufficient to satisfy their regular requirements and show no disposition to bid more or take more than is absolutely needed. Sellers are offering futures freely at 85c. f. o. b. factory. Buyers are bidding 82½c. and in some instances only 80c. These figures represent the ideas of jobbers on full standard 3s, season's delivery. The crop and pack prospects are reported good.

Peas—The market is firm on all fine sifted and sifted grades, with packers offerings in a small way only. Coarser grades are no more than steady. Offerings of the latter grades seem liberal and the quality of the latter is generally undesirable. Not much else has transpired of interest to the trade. Later crop reports indicate that there will be a greater output than was expected and that business will be conducted in accordance with this development.

Corn—Conditions are unchanged. Fancy grades are firmly held and tend upwards, though no actual advance has been made. Southern Maine style futures are firm. State corn is held firmly up to quotations, though buying is light and prospects are not promising for immediate resumption of activity.

Beans—Stock is in a fair demand and prices are generally firm. The tendency of prices is upward, though buying is light. Occasional buyers say they want full stocks, but as a rule individual sales are small, though the aggregate is fairly liberal.

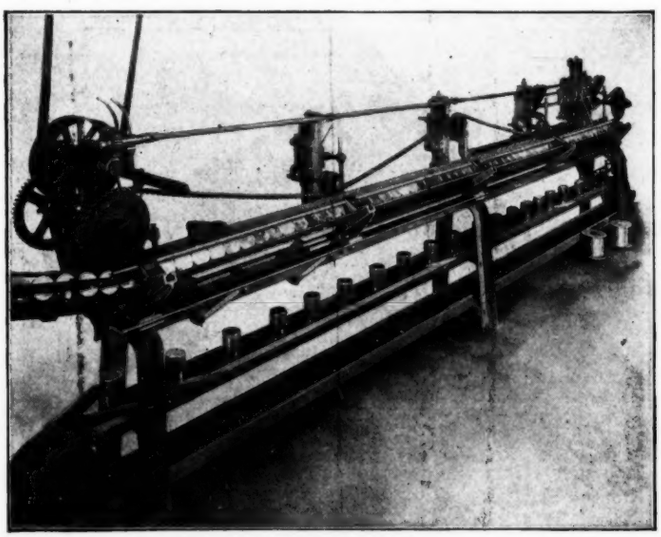
Asparagus—The market is unchanged. Business is done in a small way only, with sales made principally to those who announced their intention of buying earlier. Deliveries are largely on orders placed earlier and those who waited find much difficulty in getting stock to cover their ordinary requirements.

Salmon—Demand for red Alaska is fairly active and the market is firm within the range of $1.15 to $1.17½. Stocks in first hands are said to be moderate and the tendency is upward. But few lots of pink and chums are left on the spot. Opening prices on red Alaska by the association are not likely to be made before the end of August. Reports from the Columbia river indicate a continued light pack here.

Sardines—The market is firm, but the price situation is without change. The run of fish continues light, according to reports from Eastport, and sales are made with that situation in mind.

Peaches—All offerings of new pack Southern peaches are made subject to confermation of packers. Some business has been done in seconds at $1.10 f. o. b. factory for whites, and $1.15 for yellows. On seconds 3s whites are quoted at $1.40 and yellows at $1.50 f. o. b. factory. Standard 3s are scarce and sparingly offered at $1.60 f. o. b. factory. A fair demand is noted for gallon unpeeled pies with $2.75 f. o. b. factory quoted. In California peaches spot offerings are light and quotations are nominal.

THIS IS THE MACHINE.



PATENTED.

LET US TELL YOU MORE ABOUT IT.

THIS IS WHAT THEY SAY.

b-101/2. June 14, 1907.

The Stiles-Morse Co.,
138 Jackson Boulevard,
Chicago, Illinois.

Gentlemen:

We take pleasure in advising you that the "Stewart End Seam Soldering Machines installed in our plant have now been running for several months, and are giving the best of satisfaction. We are soldering No. 2 cans at a rate of from 55,000 to 60,000 cans per day of ten hours, with never to exceed 3.25 lbs. of solder per thousand cans.

We have had no trouble whatever since the machines were set up, and the cans produced are better and have fewer leaks than any cans we have ever made. One operator easily takes care of both machines and still has plenty of time on his hands. This "Stewart" Machine is, without doubt, the biggest money saver that has been offered to Can Manufacturers during the writer's experience in the can business.

Yours very truly,

THE JOHN BOYLE COMPANY

Charles J. Brooks
President.

STILES-MORSE COMPANY,

138 JACKSON BLVD., CHICAGO, ILL., U. S. A.

Pineapples—A good demand is reported and prices are a shade firmer on Singapore offerings. In other varieties conditions are unchanged. Small fruits are firmly held and in good demand. HUDSON.

CALIFORNIA LETTER.

SAN FRANCISCO, CAL., Aug. 5, 1907.

The demand for the present season's pack of canned fruits has, despite the high prices, been so great that the pack will soon be in the complete control of second hands. The California Fruit Canners Association is credited with having sold its entire output, with the exception of strawberries, grapes and apples.

Canners in all parts of the State are working full time and over. The question of labor has been a very serious problem and has no doubt resulted in a lessened pack at some points.

The tomato situation is very firm, today's market being in the neighborhood of 85c. for No. 2½ standards. How large a crop will be harvested is a question which cannot be answered until later on in the season. Some think that it will turn out short.

Advices from Alaska with respect to the salmon pack are startling in the extreme. It is announced upon good authority that the pack will not aggregate one-half of the average. Not since 1898 has there been such a scarcity of fish The salmon brokers here are working overtime getting out circular letters dealing with the situation. One of the most prominent of them writes:

"Advices just received from Alaska confirm the news that the pack on the Bering Sea, where the majority of the Alaska red salmon is packed, is 260,000 cases less than it was last year. The packs of some canners operating on the Nushagak amount to less than one-half of what they were last year. The most gloomy news is reaching us from Southeastern Alaska. It is definitely known that the pack of red salmon in that section will be very light, and everybody operating there is on the anxious seat and fear they will not be able to pack the pinks and chums they have sold."

Then he goes on to say that the Puget Sound pack is also in bad shape and sums up the situation thus:

"News from British Columbia is as discouraging as it is from Puget Sound, and we feel that in giving the following estimate of the 1907 pack we are not far wrong:

Columbia River	300,000	cases.
Outside Rivers	125,000	"
British Columbia	400,000	"
Alaska	1,800,000	"
Puget Sound	350,000	"
Total	2,975,000	"

or the shortest pack since 1898. It is generally conceded that the consumption of salmon amounts to at least 4,000,000 cases annually, and from the foregoing you will note that we will undoubtedly have a total of less than 3,000,000 cases. With no carryover and the markets of the world bare, the situation does not require any further comment."

If the above showing is correct, and my observation has been that this particular broker usually comes pretty close to the mark, an unprecedented condition of the salmon market is bound to rule very shortly. "CALIFORNIAN."

AT THE THEATRES.—WEEK OF AUGUST 12, '07.

HOLLIDAY ST.
"CARD KING OF THE COAST."
Matinees Monday, Wednesday and Saturday.

NEW MONUMENTAL.
"IMPERIAL BURLESQUERS."
Matinee Daily.

The Marlou Chemical Works,
Offiee and Works: Warren and Bay Sts.
JERSEY CITY, N. J. - U. S. A.

The Bullock-Wait Co., Agt.
86 Lake Street,
CHICAGO, - ILL.

RECOMMENDED BY ALL WHO USE IT

YOU WILL USE IT AND RECOMMEND IT AFTER YOU HAVE TRIED IT

It is made for you, especially. You can increase your output by using it, saving labor, time and solder without any risk of spoiling anything, and you will have less leaks.

Standard Soldering Flux

You cannot get a purer flux nor a stronger one. Let us enter your order now for shipment from the nearest point to you. All agents have a large stock. Write us; let us tell you more about it.

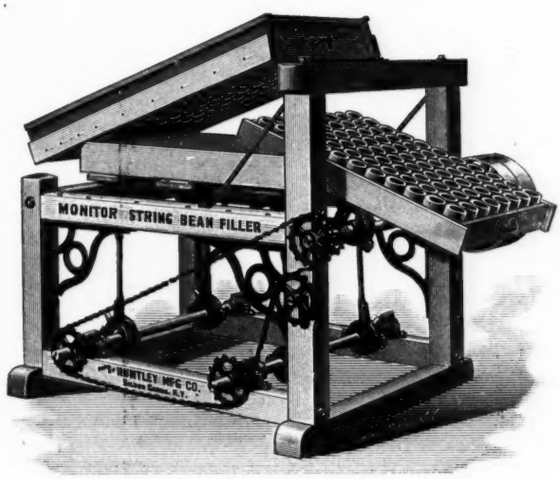
S. O. Randall, Agt.
Marine Bank Bldg.
BALTIMORE, MD.

Standard Soldering Flux complies with all the requirements of the Pure Food Law.

J. E. Lastrapes, Agt.
524 Gravier Street,
NEW ORLEANS, LA.

IN WRITING ADVERTISERS, KINDLY MENTION THE TRADE.

The Monitor Can Filler Has a Capacity of 25,000 Cans of String Beans a Day or 8,000 Gallon Cans of Apples. . . . .



The Monitor Can Filler can be put to a variety of uses and can be used on ***string beans, apples, rhubarb, pine apples, beets, small fruits, etc.,*** and is perfect in action. . . . .

The construction of the machine and its operation is as follows:

The filler has a compound motion produced by six eccentrics, two working horizontally and four working vertically at alternate intervals. . . . . .

The cans are contained in trays, which slide easily in and out of the machine, thus avoiding the necessity of lifttng the tray of filled cans from the machine, as in other fillers. . . . .

The reservoir over can tray is a novel feature of the machine and when the cans are filled and machine stopped, it takes up any stock remaining. . . . . .

The operation is automatic, as merely lifting the reservoir causes the surplus stock to flow to a receptacle at its extreme end, saving time and labor. The machine is perfect in action and guaranteed to be most satisfactory. . . . . .

Here Are What Two Users Think About Them.

WAYNE CO., PRESERVING CO.

NEWARK, WAYNE CO., N. Y., Dec. 14.

GENTLEMEN:—We have used your Monitor Can Filler during the past season for filling rhubarb and string beans and it has given us excellent satisfaction.

Very truly yours,
WAYNE CO. PRESERVING CO.

INDIANA CANNING CO.

EVANSVILLE, IND., July 8.

GENTLEMEN:—We have bought a great many machines since we have been in the canning business; some of them were very satisfactory, but none have pleased us from the very first trial as your Bean Filler has done.

When we first placed our order we had our doubts about it working satisfactory. There no longer exists any doubt, for we are very much pleased with the machine. Yours truly,
INDIANA CANNING CO., Ezra Long, Sec'y.

Write to us today and we will send you special folder describing this machine which beyond doubt is the most widely used can filler in the country today. Its surely too the most satisfactory.

HUNTLEY MFG. CO.

Silver Creek, - - - - New York

Correspondence.

BALTIMORE, MD., Aug. 5, 1907.

Spot Tomatoes.—The easier feeling on spot tomatoes is giving buyers the opportunity of buying what tomatoes they will need before the delivery of their future contracts at considerably lower prices than seemed likely some time ago. There is quite a fair demand for spot tomatoes, principally No. 3 standards.

Future Tomatoes.—The crop conditions are reported excellent, but the season will be late.

Though there has been but very little business done on future tomatoes during the past six weeks, yet packers are not pushing them, and seem to be perfectly satisfied to wait until they have begun packing and get a surplus before making further sales. The heavy sales which most packers have made will enable them to rest on their oars until they actually get the goods in hand. It does not look now as though the country packers will be able to make large deliveries much before September 1.

Peaches.—We are having a heavy inquiry for peaches from all sections and there is every reason to believe that there would easily be an outlet this year for a record-breaking crop. The prospects, however, are not very good for peaches in this section, and it looks as though from reports coming in from peach growers that there will be a comparatively light crop. A small quantity of peaches has been packed here this week, but the quantity was so small, that they have been snapped up from day to day, and it is hardly worth while to quote them out in a general way. We can quote you a small quantity of peaches for prompt shipment as follows:

No. 2 second white or yellows at..... $1.10 per dozen.
No. 2 standard white or yellows at..... ..... 1.40 "
No. 3 second yellows at..... 1.50 "

less 1½%, f. o. b. Baltimore.

Blackberries.—The market has taken quite a jump on these goods and closes today at 75c. per dozen for No. 2 standards.

A few blackberries are still being packed, but the season has been quite a disappointment and the market is in strong shape.

Peas.—Cheap peas are selling freely. Seconds and standards are going out in a way to indicate a bare market before long.

Pears.—The outlook for new pears is discouraging and packers will not make prices on them for future delivery.

Small Fruits.—We would suggest your investigating small fruits if you will be interested in them this fall. There are no raspberries or red cher ries here. Water strawberries have been cleaned up under $1.10. Gooseberries are held in light supply. Fancy preserved strawberries are not at all plentiful. Stocks of all kinds of gallon goods are light.

Yours truly, THOMAS G. CRANWELL & CO.

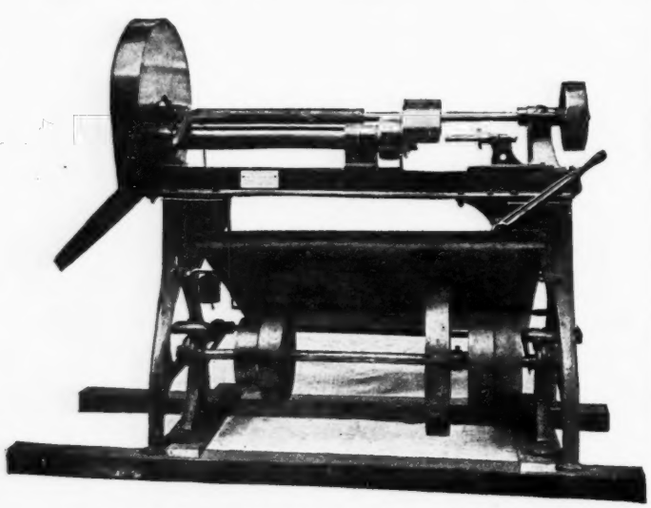
BALTIMORE, MD., Aug. 5, 1907.

Dear Sirs.—The canning of new tomatoes in this market is increasing and the canners here anticipate a very active month in them. Up to this date, the bulk of the pack has been No. 2 seconds, No. 3 seconds and No. 2 standards to fill the early demand for those grades for prompt shipment because of the scarcity of them, the old stock being entirely sold out in this market. Some No. 3 standards were packed, and in the coming week the output of them will increase materially and shipments can be made promptly. In view of that fact the jobbers are now sending in their orders for shipment as soon as packed, and it looks like this market will be the chief source of supply during this month. Get your orders booked promptly for early shipment. Unless something unforeseen or unanticipated happens to the crop, the results of the season will be highly satisfactory.

String beans show decided strength and the demand is very good for the cheap grades of seconds peas and the low-priced standard early June peas. Future corn, as well as spot corn, is very firm, and all the pessimistic talk concerning that article has stopped. There is hardly an article in the whole line of canned vegetables that does not participate more or less in the demand for prompt as well as for future shipment.

The packing of new peaches up to this date is a disappointment to the canners, and the demand for all grades continues to exceed the supply. This is certainly an "eating year" for every kind of fruit in its fresh state, and the shippers of green fruits are reaping the benefit of it to the detriment of the canner. Their large purchases of fruits for immediate consumption in this season of short crops has been the chief cause of the extraordinary advances in the prices of the canned article and, also, they remove the chances of lower prices later on because the goods are consumed, not canned and stored away for speculative purposes. Perhaps housekeepers have this season done less than ever of preserving at home of the fruits that come to market, so far, and the promise of the peach, pear and apple crops certainly is not hopeful for them. About as fast as new peaches of each size and grade are canned and ready for shipment the demand absorbs them and, up to this time, it has been a question more of getting the goods than of get-

Zastrow's Patent Pineapple Sizer and Slicing Machine.



ON SKIDS, WITH COUNTER SHAFT UNDERNEATH.

This machine has been in use for years; and has proven a perfect success. It not only does more work than any other machine of its kind in use, but turns out a better and more marketable article. It sizes the pine to the required diameter to suit the can, and slices it to any desired thickness. By inserting set of small knives, it will segment the slice and produce what is termed cocktail pines. Each machine is furnished with a counter shaft.

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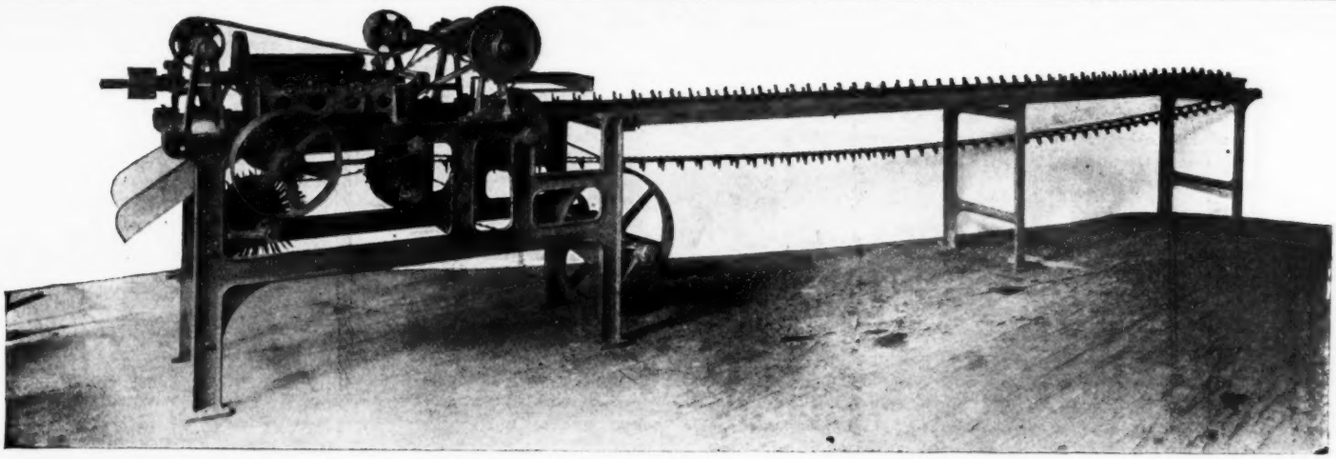

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Machine has a capacity of 250 ears per minute.

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Simple in construction. Thoroughly practical. Can be operated by unskilled labor.

We have placed machines with some of the largest packers in the Country. No packer who has seen it in operation has failed to place order.

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Having bought lately the contents of several large canning factorys, I have for sale:

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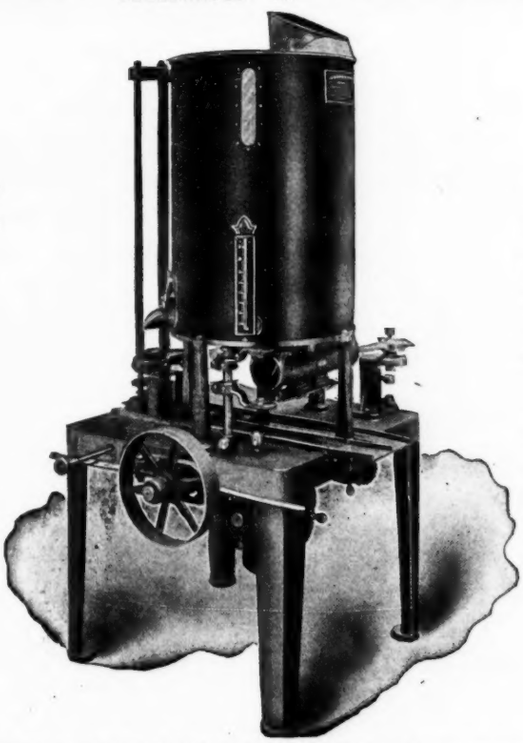

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EXHAUST BOXES,
LARGE ROTARY PEA GRADERS,
PEA FILLERS,
PEA HULLERS,
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OPEN KETTLES,
ENGINES, Etc.

ALL OF WHICH I WILL GUARANTEE TO BE IN FIRST CLASS CONDITION.

H. COTTINGHAM. Baltimore. Md.

ting prices on them. It is expected that the output will be increased during August but the demand for them has not yet reached its maximum. The same unfavorable reports are made concerning the crops of apples and pears. Pineapples are firmer, with a decidedly upward tendency as to prices. Strawberries again advanced and blackberries followed suit. Raspberries are very scarce and very high and blueberries will cut a very small figure this season. Cherries are already sold out.

Yours truly, THOS. J. MEEHAN & CO.

Aberdeen (Md.) Market.

Decreased Production or Increased Consumption.

ABERDEEN, MD., Aug. 5, 1907.

Which is the best policy? Shall we go on, as has been customary, or shall we expend all energies in endeavoring to introduce canned goods into localities where they have not been to any degree worthy of consideration heretofore? Three cans of tomatoes to every man, woman and child in this country is offered as their share of the quantity that should be requisite as an article of diet in comparison with other commodities which are not so healthful, nourishing and appetizing.

The packer ofttimes discourages his neighbor and his neighbor's neighbor from engaging in the packing business, because he fears there will be too many articles canned. The jobber frequently holds out the flag of overproduction to disadvantage as far as increased consumption is concerned, and although this might enable him to bear prices somewhat, yet if the same energy were spent in the line favorable towards increased consumption, would not he be able to pay full prices to better advantage and his net annual profit so much larger on account of having handled a greater volume of canned goods. To watch competitor with eagle eye is contrary to the "live and let live" policy and is about as much of a mistaken position as the non-welcome of any new arrivals in a community for fear the food supply would not hold out and there would not be sufficient for all. Population might increase and double and yet there is always enough to eat. Packers and jobbers could easily be doubled in number and still there would be sufficient purchasers to keep all busy if energies were expended in the direction of increased consumption rather than towards possibilities of overproduction and keeping the other fellow out of the business.

Spot Tomatoes.—The demand for spot tomatoes continues but in a smaller way, as far as volume of orders are concerned, as is a necessity and to be expected at this season of the year, when we are nearing the new packing season and old goods must seek a level of price with the new packed article. As August approaches, the possibilities of advance for spot goods are small indeed and there is nothing whatever to encourage the buyer to buy except from hand to mouth. Purchases of this kind are the order of the day and during the last few days prices have ranged according to location and place of storage from 90c. f. o. b. down as low as 90c. and 92½c. delivered to points taking less than 15c. rate of freight, and the spot market seems to be tending towards the lower level now occupied by futures, with the difference in quality to be considered between fresh new packed goods and lots of uncertain age.

Future Tomatoes.—Thoroughly seasonable summer weather has been experienced with a good soaking rain, which has caused the tomato vines to catch up at least a week of the time lost. It is usually possible that one-fifth of the total season's pack of tomatoes is in the cans before September 1st; with plants starting two or three weeks late, it looks much as though the packing season would be equally as late. Seasonable weather has changed conditions considerably in this respect, and if there should be no further disturbances to interfere with growiug vines, it is possible that at least one-tenth of the pack of 1907 will be packed by September 1st. However unfavorable rainy weather is possible, and even if it should not be experienced, country packed goods packed ahd shipped before September 1st will be of such small volume as unworthy of record. It will, of course, be possible to obtain some well-known brands of Baltimore city packed goods for shipment much earlier, but as the early crop of tomatoes has been worse affected than the late or usual crop, it is not likely that it will be well to count on a volume of business for this grade in keeping with previous records.

Spot Corn.—The demand for spot corn is strengthening somewhat, and as the possibility of packing corn has not improved in like proportion to tomatoes, it is possible that prices named today are safe as far as possibilities of decline are concerned between now and next packing season, and if present prospects count for anything, it is more than likely that purchasers who secured reliable-packed goods on the basis of present prices will not have cause to regret their action.

Future Corn.—Fields located on high ground have shown considerable improvement during the week, but at least 50% of corn grown in this section is on low grounds; these fields can be reported as almost standing still and but little advantage has been gained even under a week's favorable weather conditions. This condition will affect the shoepeg corn more than the other varieties, as this particular variety is grown more especially and almost altogether in this vicinity.

Offerings of future fancy grade shoepeg are exceedingly scarce, owing to the possibility of packers being unable to fill orders already booked.

Yours very truly, STRASBAUGH, SILVER & CO.

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The Pure Food Law

on hand always. Keep yourself well informed and avoid trouble.

We have in pamphlet form the full text of the Law (Food and Drugs Act June 30, 1906) The Pure Food Regulations and the Standards of Foods, all in one. It is but 10c. Send now.

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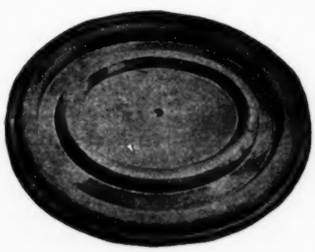

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BALTIMORE, MARYLAND.

The National Canners Association at Jamestown.

Mr. W. E. Robinson Addresses the Association of Food Specialists at Their Meeting on July 16.

On behalf of the National Canners Association, I wish to thank you for the kind invitation extended us to be represented at your Eleventh Annual Convention.

There is no occupation more honorable than that of supplying food to the human race and none that carries with it a greater degree of responsibility. It is a well-recognized fact that the prosperity of nations is in exact proportion to their standard of food consumed. To some this may seem a strange and unwarranted assertion, but it is, in my judgment, nevertheless true. One of the best illustrations of this is our country, America. We are the strongest nation on earth in everything we undertake, and we are considered the best-fed nation, notwithstanding all the adulterated, colored and imitation foods we have been consuming.

I do not wish to be understood as advocating the deplorable practice of food adulteration; it should be stamped out, and no class of manufacturers of foods is more zealous in the accomplishment of this than the canned goods packers.

Prior to the passage of the National Pure Food Law, we had an organization well under way, known as the National Packers Association of Pure Foods.

The origin of this organization was due to the fact that a very large number of reputable canned goods packers realized that adulterated foods were a menace to the business, and that coloring matters and preservatives are in most cases unnecessary and in many cases deleterious to health. The passage of the National Pure Food Law did mainly what the National Packers Association of Pure Foods was organized to accomplish.

The canning industry has not been as well organized as many other industries of its size and importance, due largely to the fact of its being, comparatively speaking, a new industry. Twenty-five years ago the total pack of tomatoes, which seemed at that time to be quite sufficient for the demand, was only about three million cases; now the trade requires from ten to twelve million cases annually. The same can be said of canned corn, and the demand for almost all other canned fruits and vegetables has increased in the same ratio.

Some time next winter the first meeting of the National Canners Association will be held. Heretofore the various packers associations have been meeting with the Canning Machinery and Supplies Association, and it can be truthfully said that all had a jolly time; but, the canners being unorganized as a distinct body, nothing could be accomplished beyond a pleasant exchange of views.

Now we are organized into a National Association, with Mr. George G. Bailey, of the Fort Stanwix Canning Company, of New York, as president, and he has associated with him an Executive Committee composed of active, astute, high-class business men, whose sole ambition is to place the canning business on a high moral plane, and we will be at all times ready to co-operate with this or any other food association looking to rooting out evils and establishing honest and fair methods.

We hope, through the instrumentality of the National Canners Association, to accomplish much in establishing uniformity, from the lack of which we are suffering more today than from any other cause. We want uniform contracts between buyer and seller, uniform standards, uniform guarantees, and, most of all, uniformity in State and National Pure Food Laws.

At present it is difficult to find two contracts for the purchase and sale of canned goods which are written just alike. Being engaged in the canned goods commission business and handling a number of packs besides the output of my own factories, I can appreciate this more than the average packer. I find it very difficult at times to draw a contract acceptable to both buyer and seller, each one wanting it worded in his favor, which is quite natural.

Uniformity of Standards.—At present, in the case of canned tomatoes, we have what are known as the Maryland standard, the Jersey standard, the Baltimore standard, the Indiana standard, besides a number of other standards, and some packers have a standard of their own.

This leads to numberless disputes when the time comes to deliver. The buyer has his idea of a standard and the seller has his. Of course, a packer always thinks his goods are of standard quality; then a dispute follows which frequently winds up in a rejection, and sometimes results in a heavy loss to the canner, who has probably been entirely innocent and has delivered, in point of fact, just what he sold. But the buyer, seeing an opportunity to make money by rejecting the goods on a low market and to secure his requirements at a much lower price than he contracted to pay, sets a very high ideal as to a standard. He frequently wants something

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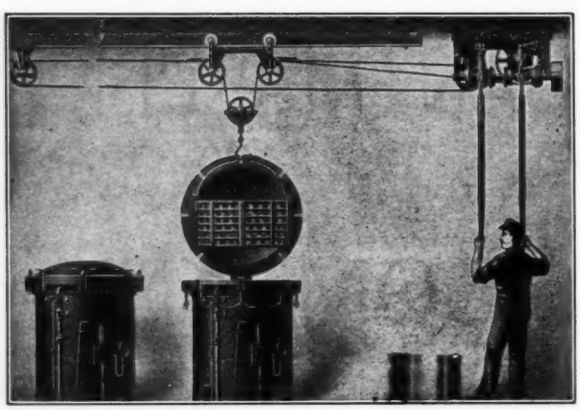

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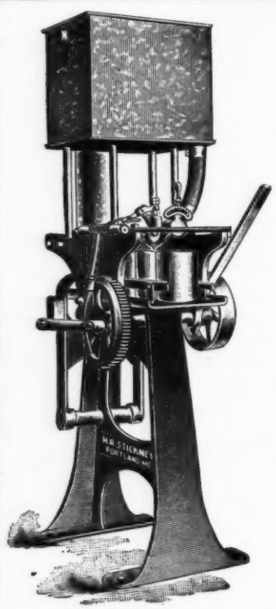

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Is it not worth $5.00 to secure all this? A Complete Course in Canning is a work by a man who has had a vast experience in every section of the country, covering over twenty five years in the canning of fish, fruits, vegetables, meats, soups, etc., in the making of condiments, sauces, catsups, pickles, preserves, jams, in actual working formulae—receipts—in this book. All of these were published in THE TRADE—in serial form, and received the highest commendation from the whole industry. So we offer a book of receipts that have not only been used for years—but have been approved by the entire industry—public approval.

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that nature does not produce; in fact, he does not want the goods at all. He sees that he has made a mistake in his future purchase, so wishes to get from under the loss and frequently does it. In most cases being several hundred miles from the packer, he is safe so far as litigation is concerned, since business men, as a rule, do not want to go to law so far from home.

On the other hand, a packer takes orders at a certain price, and when the time comes to deliver the market has materially advanced. He sees plainly that he exercised bad judgment in selling so soon, and we are sorry to say that in some instances he will pack his cans partly with fruit and the rest of the contents will be clear, cool water. He will probably take the precaution of sending samples to the buyer and notifying him that he is ready to ship his goods. The buyer looks at the samples and, the moment he sees them, knows that they are not of standard quality and not what he bought, but he cannot afford to reject the goods. Were he to go on the market, he would have to pay a large advance over his original purchase. This he could not afford to do, so he simply orders his goods, pays for them, makes up his mind that the packer is a rogue and frequently awaits his opportunity to get even with him, and in some instances makes his loss off of an innocent packer.

This I am proud to say, and I wish to say with emphasis, is a description of only a comparatively few canners and a few wholesale grocers.

I have the pleasure of being intimately acquainted and transact business every year with a large number of canners and wholesale grocers who would not stoop to such methods under any circumstances, but as laws are generally needed to apply only to lawbreakers, they cannot be dispensed with because a large percentage of people are not lawbreakers.

Uniform Guarantees.—Some markets demand swells guaranteed only for the usual time, which is six months after date of invoice, others eight months and some as much as nine months. In many instances packers concede this, but there is no reason why one market should have its swells guaranteed longer than another. We hope that some time in the near future we will be able to establish a uniform guarantee to apply to all markets.

And now, most important of all, is the uniformity of State and National Pure Food Laws. This is highly important not only to the canners and food producers generally, but to the individual States. While the National Canners Association is a loyal advocate of the National Pure Food Law as passed by Congress a year ago, we are not unkindly criticizing some of the States for exacting pure food laws radically different from the National Law. We believe they have suffered wrongs which they thought extremely necessary to remedy.

We believe, however, that some of the States will not realize their expectations through State legislation. For example, we took some orders a year ago to be shipped to a State with a pure food law which requires the weight to be stamped on each can, and it was with great difficulty that we were able to fill these orders at all. Some of our very best packers who pack only a superior quality of canned goods would not accept an order complying with such a State Pure Food Law under any circumstances. Therefore, we do not have our best packers to pick from in filling orders to go to States that require certain stipulations which are not required in the National Pure Food Law, and we are very much handicapped in securing the very best quality of goods. Indeed, it is next to impossible to do justice to these States in filling their orders.

We most strenuously urge upon those present who are representing States with laws not in accord with the National Pure Food Law, especially so far as labeling is concerned, that they will use their utmost efforts to have these laws repealed or amended in such a way that their orders can be filled on an equal footing with other States whose laws are in conformity with the National.

We shall not here go into the question of the weight and measure clause on labels, as Mr. J. P. Olney thrashed this subject out pretty thoroughly a year ago, and his address is a part of the records of your Association.

I thank you all for your forbearance, and assure this Association that the National Canners Association is always ready and willing to co-operate with you in any way that will place the food-producing business on a high plane.

Malaysian Tin Output.

The following table, furnished by Vice-Consul-General G. E. Chamberlin, of Singapore, shows the output of tin from the Federated Malay States for the first four months of the years 1906 and 1907. The figures represent tons of 2,240 pounds.

	1906.	1907.
Perak	8,076	8,187
Selangor	5,255	5,067
Negri Sembilan	1,500	1,383
Pahang	636	623
Total	15,467	15,263
Decrease		204

It will be noticed that there is a falling off from last year's output of 204 tons. However, this is a slight gain for the months of March and April, as January and February showed a decrease of 272 tons.

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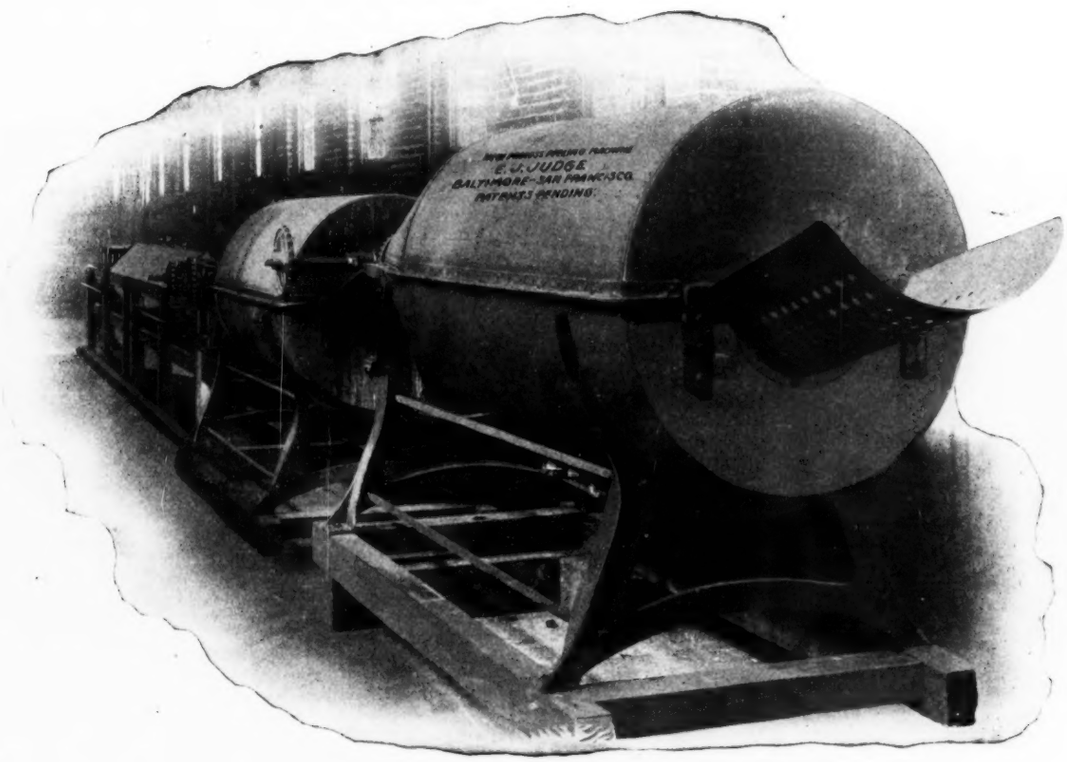

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E. S. JUDGE, - - - - - - President and Managing Editor.
A. I. JUDGE, - - - - - - Secty.-Treas., Asst. Editor.

304-5 Maryland Savings Bank Building, Baltimore, Md.

THE TRADE is the *only* paper published exclusively in the interest of the *Canned Goods Packers* of the United States and Canada. Established in 1878.

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Notices of *Hands Wanted* or *Situations Wanted* will be inserted free for paid annual subscribers; other parties will be charged $2.00 per inch per insertion, $5.00 per month.

Packers are invited and requested to use the columns of THE TRADE for inquiries and discussions on all matters among themselves pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. E. S. JUDGE, Managing Editor.

Entered at the Postoffice, Baltimore, Md., as second-class mail matter.

BALTIMORE, FRIDAY, AUGUST 9, 1907.

In this week's issue we publish the address of Mr. W. E. Robinson, on behalf of the National Canners Association before the Convention of Food Experts, which met in Jamestown last week. There is much in it of interest to all canners, but the dominant note is "Uniformity of State Pure Food Laws."

This cry finds more sympathizers than anything we know of, but it is to be hoped the interested parties will not think that their silent consent or indorsement is sufficient. We do not want an "Amen" corner in this thing; we want an "exhorting Committee," one that will do something, will shout their demands until all—interested or non-interested—will know what they want; and we want to see it be a committee of the whole, in which every canner in every State is a member. See that the question is brought before each State Legislature, and then see that the bill conforms to the National Pure Food Law and is not burdened with nonsensical conditions.

But if you want this done, you will have to do it. You must take up the work; you must see your Representative and Senator and impress upon them how necessary it is. Every individual member of every canning firm could well do this, simply as a voter. It will strengthen the cause and make the Senator and Representatives of your State think you mean business.

We are not blind to nor ignorant of the good work along this line that has been done and is doing now; but neither are we blind to nor ignorant of the disposition of some canned goods packers to "let the other fellow do it." That is what we are aiming to kill. We want all to help, and we want the canned goods industry to get credit for, as well as the benefit of, these uniform laws.

Some States have no Pure Food Law at all and some others have dead letter laws which should be wiped off the statute-books and new ones inserted. Under this last definition would come the State of Maryland; yet how badly this State needs a good Pure Food Law few realize. If the public generally realized how badly needed is such a law, there would be no question of its enactment. At present the State of Maryland is in the position of Mrs. Newly Rich, who volunteered to take up "slum work." When she reported to the church member, who had interested her in the work, that the conditions she found were deplorable, the church member asked her what she would do about them. And Mrs. Newly Rich replied, "Deplore them."

Canned goods packers have nothing to lose from such a law and much to gain, and if here in Maryland that line of industry alone would take up the question of having a good State Pure Food Law enacted, they could succeed. And the credit would be theirs, and this would mean much. It would convince many of the doubting Thomases regarding canned goods and put an end to the question, "Will the Pure Food Law (meaning the National Law) compel the canned goods packers to put up pure goods?" as though that law had been enacted with especial reference to canned goods. We know that this is not so; but the public thinks this, for we have heard the question asked in all walks of life. The public thinks this, and the industry should make it its business to correct this error.

We know whereof we speak in this matter, and candidly we have been surprised at the extent of this opinion. A move on the part of the canned goods packers for a Pure Food Law would give the lie to this rumor and would show the world that the canned good industry welcomes such a law and has nothing to fear from it.

We have heard that a Pure Food Bill will be introduced in the Legislature this January and we want to see every canner in Maryland working to have it passed. They will benefit by such a law, not suffer from it.

The National Canners Association has finally adopted a plan for a Canners Mutual Insurance Company, which, if it will work out as intended, will be welcomed by ever canner in the land. For many years now there has been a very audible grumbling on the part of packers from every section, owing to the excessive rates of insurance they have been compelled to pay. It is hoped this new departure will give them full protection and at a price consistent with the risk. We publish a notice elsewhere from Secretary Gorrell regarding this matter.

It will be remembered the Chisholm-Scott Co. did much work along this same line last year, and this is probably a result from their efforts.

Thus little by little the industry is progressing along lines of closer association, despite the fact that many claim nothing has so far been gained by the Associations of the last quarter of a century. It often happens that the first necessary work, and which is always the most tedious and difficult in any great movement towards concerted action, is looked upon as producing nothing definite, as of so much waste time, because necessarily the ultimate results are not realized at the beginning. That it takes time and patience to accomplish these things and generally a long number of years are liable to be overlooked when the real, tangible results begin to be felt. It then seems that matters have moved very slowly if they moved at all in the many past years, and that there has been more done in the recent year or two than had been done in all the past.

Those who have had their shoulders to the wheel ever since those early days—and there are few left in the industry today—only smile at the action of the late-comers, for they know how and why the results are being obtained. They are the ones who fought hard and persistently—nearly always in the face of defeat—to overcome the thousands of little differences, petty jealousies and sectional discords which had to be mastered before anything worth while could be accomplished. First of all, there must be harmony—and it took years and years to develop this;

there must be a burying of selfish motives, and a trust engendered between those whom it was always considered were enemies in trade—and it took years to bring the industry to its present position in this respect.

But this does not mean that there is not an immense field of opportunity ahead of it—it means just that. It means that the field has been prepared; that now the seed must be sown which will reap benefits to all. How well this seed is sown the harvest of the next few years will tell. Look well to it, that the present work may be looked back upon with as much credit to the workers as the past quarter of a century is to those early workers, to whom we above refer. The insurance movement is good seed, well sown and will bear good fruit. There are many other kinds of good seed for which the prepared field of the canning industry is ready, but when sown every individual must do his share of the cultivating.

CROP CORRESPONDENCE.

Tomato Acreage Smaller.

BLISSFIELD, MICH., July 31, 1907.

THE TRADE: The acreage in this section compared with other years is somewhat smaller, though we expect a fair crop yield. We devote our attention to the packing of tomatoes, apples and squash, and contract for all our crops, paying for them by the ton. The labor situation is poor with us, but we expect to get an average pack.

Yours respectfully, HOME CANNING CO.

Cannot Get Female Help.

CENTRAL LAKE, MICH., July 30, 1907.

THE TRADE: We devote our attention to the packing of corn, beans, beets, pumpkins, squash, cherries and apples. We contract for all our crops by the ton or by the 100 pounds. The acreage this year as compared with other years is about the same, with the exception of corn, which is somewhat less. The prospects are very favorable for good crops, though the corn will not exceed 60% of a normal crop. We can get plenty of male labor, but not as much female help as we should like to have. The pack this year, aside from corn, will be about the same as former years.

Very respectfully, CENTRAL LAKE CANNING CO.

Better Than For Two Years Past.

EVANSVILLE, IND., July 31, 1907.

THE TRADE: The prospects in this section are for good crops, but they will be about three weeks late. The acreage this year is a little larger than for the two previous years. We give our attention entirely to the packing of tomatoes, but we haven't enough labor to run our factory to more than half its capacity. In spite of this, the outlook for the pack is somewhat better than it has been for several years.

Yours truly, A READER.

Only Half Enough Help.

TROTWOOD, OHIO, July 30, 1907.

THE TRADE: Although the acreage this year is only about one-half as much as last year, the crops promise to be very good, but we have only about half the labor necessary, still the pack this year should compare favorably with previous years. We devote our attention solely to the packing of tomatoes. We grow some of our crops, but contract for most of them, paying for them at $8.00 per ton. Owing to the fact that growers are now using fertilizer, the yield per acre is increasing, and we thus get better returns from the same acreage than formerly. On the average we get 300 bushels to the acre, an equivalent of 4,300 cans.

Respectfully yours, TROTWOOD CANNING CO.

PER P. J. E.

Peas And Beans Good; Corn Poor.

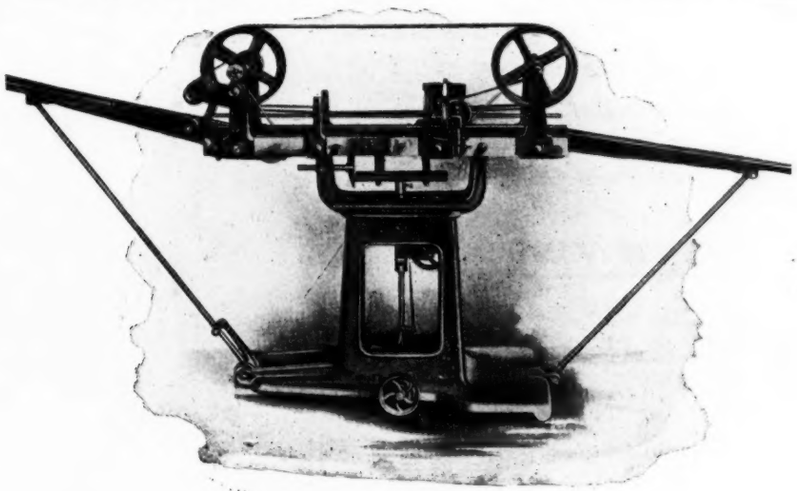
CAZENOVIA, N. Y., July 29, 1907.

THE TRADE: Peas and beans look well in this section and give good promise, but not so with corn, which looks poor. We do not note that there is any change in the yield from year to year, attributing the present condition to the weather. We figure in contracting for our crops upon about 1,500 cans of corn and 2,500 cans of peas to the acre. This year we are paying $2.50 per 100 pounds for peas, and from 60c. to 75c. per 100 pounds for corn, according to the variety grown. We have about the same amount of acreage in peas this season, but only about half the usual in corn, and the pack will be about this proportion. We are obliged to get help from the large cities to handle string beans.

Yours truly, CAZENOVIA CANNING CO.

... THE BEST LABELING MACHINE ...

Is the only one to get if you want results.



MODEL "A"

BURT LABELER.

produces results so far ahead of any other method that its installation will prove one of the best investments you ever made. Ask for full particulars.

BURT MACHINE COMPANY,

BALTIMORE, - - - - MARYLAND.

IN WRITING ADVERTISERS, KINDLY MENTION THE TRADE.

Smaller Acreage Of Tomatoes.

CHRISNEY, IND., July 29, 1907.

THE TRADE: On a smaller acreage than usual, the prospects for our tomato crop look fair. We contract for our crops, pay $6.50 per ton, and figure on from 250 to 300 bushels to the acre. This is about the average it has been holding up to for some little time, and we note no falling off. At present it looks as if we wonld get about the same sized pack as last season.

Yours truly, CHRISNEY CANNING CO.

Outlook Is Good.

TOLEDO, OHIO, July 29, 1907.

THE TRADE: With us the outlook for our crops is good, as we are having fine weather, and barring an early frost, we will be all right with our pack, although it will be no larger than last year's. We contract for both our corn and tomatoes by the ton, paying $6.00 per ton for pulp tomatoes, $7 50 for canning quality and $8.00 for corn. This is figured on a basis of 300 bushels to the acre, which this section has been holding well to from year to year. Labor is causing us some worry, as it is scarce and demanding higher prices than ever before.

Yours truly, THE EAST TOLEDO CANNING CO.

If The Frost Stays Off?

PENNINGTON, N. J., August 6, 1907.

THE TRADE: The acreage in this section this year as compared to last year is somewhat larger, and though the prospects are for a good crop, it all depends upon the fall. If we have a late fall there will be good crops, but if we have an early fall the crops will be small. We devote our attention entirely to the packing of tomatoes, and contract for all our crops by the ton, paying the grower $10.00 per ton. We have plenty of labor and we think we will have an average pack. The yield in this section has been about the same for several years past. It all depends upon what kind of a season we have, whether the yield will be larger or smaller. The average yield per acre is about 2,500 cans.

Respectfully yours, ELMER D. WAGNER, Sec'y.

Corn Pack Smaller, Others Same.

NEW HARTFORD, N. Y , Aug. 5, 1907.

THE TRADE: We pack corn, peas, lima, kidney, wax and refugee beans, berries, cherries, apples, pumpkins, squash, tomatoes, spinach and beets. We grow some of our crops and contract for some. The yield in this section is about the same as heretofore; it depends entirely on the season whether the yield is large or small. The acreage this year as compared with last year is larger, except corn, which is somewhat less. The prospects are for a good crop of peas, beans and tomatoes. Corn is very backward and the prospects are not at all good for a good crop. Labor is plentiful, but very high. The pack this year will be about the same as last year, except corn, which will be less. In the past two years two canneries have dropped out, the Excelsior at New Hartford and the Whitesboro Canning Co., at Whitesboro.

Yours respectfully, NEW HARTFORD CANNING CO.

60 Per Cent. of Last Year's Pack.

PORT CLINTON, O., Aug. 6, 1907.

THE TRADE: The acreage in this section as compared to 1906 was increased over 100%, but conditions are such that we cannot expect over 60% of the yield of 1906. However, if we should have a hot, dry August, we will have a good normal yield. The yield per acre is steadily increasing each year. We have enough labor to handle our crops, and we think the pack will be equal, if not larger, than the pack of last year. We pack string beans, tomatoes, peaches, plums, apples and pumpkins. We contract for all our crops. Peaches, tomatoes, apples and plums are contracted for by the ton. Beans and pumpkins are bought by weight. We have been paying the growers the same price for our crops for the last four years. Yours truly,

THE GYPSUM CANNING CO.
L. SATTERFIELD, Mngr.

Canned Peaches Seek a Market.

The Link Fruit Co., of De Queen, Ark., write us that they have about ten cars of canned peaches, of which about one-third are pies, which they wish to put on the Eastern market. Describing them, Dr. Link says:

"The pack is hand-peeled and most of it is strictly home-canned; that is, the peaches go into the cans within six hours or less from the time they are picked. Our Elbertas are as good as the earth produces, as we have so much iron in the soil, which gives the flavor and the texture to the fruit."

They are packed in Sanitary Cans.

Here is a chance for some of the peach-hungry buyers.

HOW ABOUT

YOUR SOLDER?

Better let us have your order before the season is right on you. We have been making Canners Solder for more than thirty years and can give you

WHAT YOU WANT, WHEN YOU WANT IT.

There is satisfaction in knowing you can rely upon the quality and the supply of solder. Give us a trial, we are supplying some of the oldest and best canners in the business. . .

North American Smelting Co.,

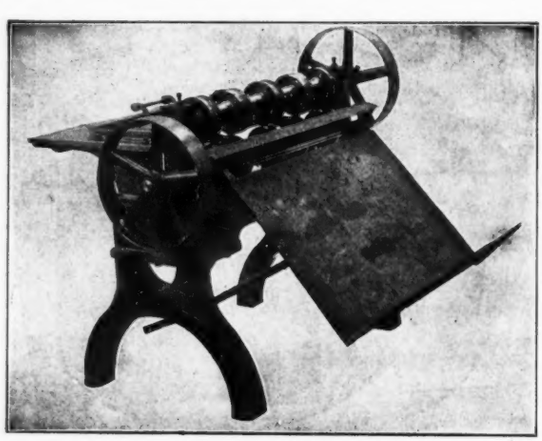
9th and Thompson Sts. Philadelphia, Pa.

Babbit, Block Tin Pipe, Lead Pipe, Sheet Lead, Bronze and Brass Castings; Stereotype, Linotype and Electrotype METALS.

Gang Slitting Machine,

Hand Feed.

The IMPROVED GANG SLITTING MACHINE we illustrate below is designed for the manufacturers of Cans and other articles made of light Sheet Metal, Paper or Card Board, requiring uniform rectangular blanks. It will cut sheets 30 inches in width, and as many cutters may be used on the shaft as the space will permit.



Made in Two Styles—Hand or Treadle Feed.

The John R. Mitchell Company

Canning and Canmaking Machinery,

Foot of Washington St.. Baltimore, Md., U. S. A.

THE CHICAGO MARKET.

SPECIAL CORRESPONDENT TO THE TRADE.

CHICAGO, August 7, 1907.

Blueberries Come to Naught.—That intention of Michigan packers to put up some blueberries has come to naught. I saw a letter today from a packer located in the blueberry district of Michigan, who said he would not pack any blueberries because they were drying on the vines and pickers could not be induced to gather them.

Weather Conditions.—The weather continues cool but bright, somewhat warmer, however, than last week.

Indiana Tomato Crop.—That prominent and popular packer of canned goods, McReynolds, of The Kokomo Canning Co., Kakomo, Ind., visited Chicago this week. He had a few peas which he wanted to place and they were of fine quality, so I hear, better than many of the Wisconsin packs. He was asked to name a price on a block of Kokomo No. 3 tomatoes of 1907 pack, but emphatically declined. He said "There are to be some surprises for those who think that there is going to be a big pack of tomatoes in Indiana this year. I haven't sold very many futures, but quite as many as I intend to sell. I have got the finest lot of tomato vines I ever saw, healthy and luxuriant, but the tomatoes are not on them. The excessive rains we had all during the blooming period seem to have washed the blooms from the plants and the fruit is not on them. No futures for me."

Speculation Fierce.—Active and sharp buying and selling has been going on this week between buyers and brokers in Chicago. Red sour pitted pie cherries in gallon cans have been pushed up to $11.00 and $12.00 per dozen, and buyers wants remain unsatisfied. Several heavy New York State packers have announced their inability to fill their contracts for gallon pie cherries, and brokers have been busy this week making settlements. We understand that most of the contracts have been settled on a basis of $10.00 per dozen, Chicago, the sales having been made at $7.50, Chicago. Gallon black and red raspberries have also been passed around, selling from $6.50 to $7.25, as to quality. Gallon pie gooseberries have sold during the week at $6.00 and $6.50 per dozen and are still scarce. But few gallon strawberries were packed in the West and they are bringing most any price holders ask.

Spinach Scarce.—Canned spinach in gallon cans has been a large sale in Chicago, but stocks here now are very low indeed. There are apparently plenty of No. 3 size, but gallons or No. 10 size are scarcely to be found. We heard of one sale of Jumbo gallon spinach at $4.10 per dozen spot Chicago yesterday.

Plums Wanted.—This market is absolutely bare of plums in all grades and all sized cans. Fair quality of plums at a reasonable price can be sold to local dealers at fair prices.

Spot Gallon Apples.—Apples in No. 10 cans are very scarce for spot goods. I heard of a sale of choice Michigan's to go West in carload lots for $3.00 per dozen.

Views of Wise Brokers.—A wise broker of long experience said today about tomatoes, "It is a weather game. If frosts hold off until October 25th, there will be a big pack in the West. If frost comes early in October that is another story and will be soon told."

About the Pea Crop.—This same sapient broker said, "The pea situation is going to be like last year, only worse, and every can of peas packed will be needed. The Wisconsin pea packers will not be able to deliver more than 75% of their sales made for future delivery, and there will soon be something doing in the cheaper grades especially. Cheap peas will advance to $1.00 per dozen long before they did last year. I know one packer in Wisconsin who is 35,000 cases short beyond the minimum delivery clause in his contracts, and there are others who will be forced to go on the market and buy peas to deliver on contracts."

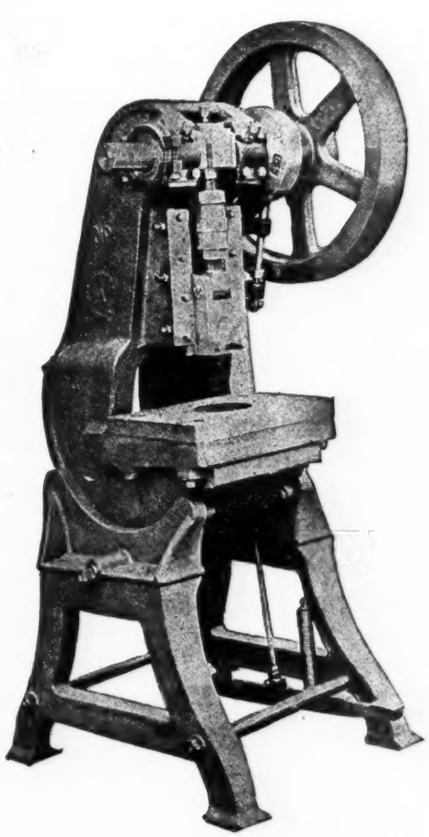
All About Corn.—This same oracular broker said, "As to corn, there is a condition that does not appertain to peas or tomatoes, for these two articles go out into consumption with practically no carryover. There is a large carryover in corn as everyone well knows, and wholesalers have bought it up heavily and are selling futures against it. They will deliver it on their future contracts and retailers will be filled up with corn, then the new pack will come on the market and will sell slowly, as the demand will be well filled. There may be a heavy reduced acreage as there was last year, but there will be packed quite a large quantity of corn, and but few packers have sold futures to any extent. However, corn in the West looks badly. The crop is streaked and striped and the 'stand' is regarded as bad and we may all be happy yet."

Future Gallon Apples.—As previously mentioned, spot gallon apples touched $3.00, Chicago, this week, and sales were made at that price of choice Michigan gallons in carload lots. Michigan canners report that the green fruit handlers have already appeared in the rural districts and are contracting with the farmers for their apples, "run of the orchards," at higher prices per barrel than canners can pay, unless the present prices for future apples advance materially. The highest price obtained by any

STEVENSON & CO.'S INCLINABLE POWER PRESS

The cut shown herewith represents the Power Press manufactured by us. This Press can be worked either straight or on an incline. The bearings are bored and scraped true, the crank shaft is of forged steel; all parts are of the best material and workmanship.

WRITE FOR PRICES.



Stevenson & Co.,

601-607 S. Caroline Street,

Baltimore, Md.

Michigan packer for gallon apples, 1907 pack, I have heard of, was $2.65, Chicago. New York apples have been sold, a few lots only, at $2.75 per dozen gallon cans, f. o. b. Chicago.

Peas Short Delivery.—Nearly every Wisconsin or Michigan packer so far heard from has announced a short delivery in some grades or another. It was a peculiarity of the season that peas have run irregularly as to size. Most Wisconsin and Michigan packers have found a large percentage of 3s and 4s sieve, with very few 2s and No. 5s at all. This applies to the pack of Alaska seed crop. The later crop of sweet peas is now being packed and is said to be yielding very poorly indeed, and it is doubtful whether the Western pack of peas will more than equal that of last year. The Albert Landreth Company, Manitowoc, Wisconsin, who pack the Lakeside and Eureka brands of peas, probably packs and sells more peas to Chicago than any other cannery. The latest estimate that Company has made of the probable delivery of peas is as follows:

Lakeside Selected Early June	100%.
" Sifted " "	40%.
" Early " " "	80%.
Eureka " Junes	40%.

These percentages are much smaller than last year and are somewhat surprising to buyers and very disappointing.

Salmon Market Excited.—Telegraphic reports from the Coast state that the pack of red Alaska salmon will run 400,000 cases short of last year and that the pack of sockeye salmon has been insignificant, a paltry 50,000 cases in all. Heavy speculative buying has prevailed all week and brokers have been busy taking in all the surplus stock of nearby markets for account of Chicago operators. The market today is strong at $1.20 f. o. b. Chicage for standard red Alaska salmon, and will, in a few days, be still higher. It is expected that the red Alaska price when named will not be lower than $1.15 f. o. b. Pacific Coast, and that the entire pack will be closed out in two or three days after the price is named, preference being given to those who have orders on file, subject to approval of price.

Room for Progression.—Your correspondent was shown some imported French asparagus which is being brought to Chicago at prices which will fairly meet those of California asparagus. It was exhibited by the import broker and was all peeled and white and fine of quality. It showed evidence of care in handling, grading and selection and will meet with ready sale. The entire output of the canner was bought by a Chicago wholesale grocery house, so we afterwards learned. I was forcibly impressed with the style in which the goods were packed in outside soldered cans, cylindrical shape, the entire end of the can being left off in packing until ready for sealing. The cans were beautifully decorated, the name, brand, address and advertisement of the quality being printed on the can in colors. There could be no rust, no torn or soiled labels. These cans were packed in fine, substantial cases and surrounded with dry sawdust, so that any moisture arising from change of temperature would be absorbed, thereby preventing any possibility of rust. Be it said to the credit of the asparagus packers of the Pacific Coast that their product is the most handsomely packed, labeled and cased article in the canned goods line produced in the United States, but they still have something to learn as to style, appearance and scientific perfection of methods from the disciples of Appert in France, and should study their methods.

A Prominent Ohio Packer Says: Tomatoes.—"Foliage looks fine, but the tomatoes are not there, the heavy rains having beaten the bloom off. Last year we began to can August 16. This year there can't possibly be a tomato brought to the factory before September 1st and not many before the 10th. Now, unless frost is very late, too weeks off, the crop-producing time means much. With a clear field on spots, no fruits, the high prices of meats and other provisions, we are not alarmed; nothing to offer."

A Prominent Indiana Packer Says: "Conditions at the present time are most unfavorable toward even an ordinary pack. My fields of tomatoes are looking exceedingly well when considering only the vines, but the excessive rains and cool nights are showing decidedly on the crop, and if I am not badly mistaken, we will not be able to get up a half pack this year. This may not be true in the different localities in Indiana. However, I believe that you will find the weather quite unfavorable to all packers in Indiana and Illinois." "WRANGLER."

FOR SALE.

Burt Lacquering Machine for No. 1 and No. 2 Cans. Used but little. Cost $200., price $75.

BURNHAM & MORRILL CO.

8-9-tf. PORTLAND, ME.

Error Insurance.—Have A copy of a Complete Course in Canning always at hand. **Price $5.00.**

SPECIAL AGENTS IN THE EAST FOR

The Sprague Canning Machinery Co.

"Hawkin's" Continuous Capper,
"Jersey Queen" Filler,
Model "M" Corn Cutter,
Corn Cookers, Silkers,
and all
MACHINES FOR CANNING PURPOSES.

A 608 page Catalogue for the asking.

GEO. E. LOCKWOOD CO.

308 CHESTNUT ST. Philadelphia, Pa.

It it is used in a Canning Factory I Sell it.

Cans, Shooks, Solder, Crates, Climax Flux, "Lockwood" Gas Machines. Tools, and Etc., Etc.

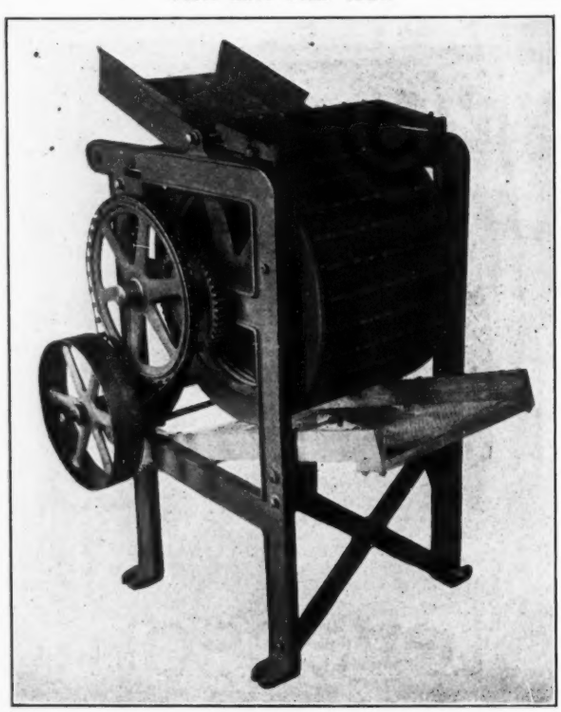
SECOND HAND CANNING MACHINERY.

Dont worry, ask me, I'll get it for you.

My Motto:—
The Buyer Must be Satisfied.

STRING BEAN CUTTER Improved

PAT. MAY 14th 1901.



All Iron, Heavy Construction, Knives held down with Springs avoiding breakage from Sticks, Nails, Etc., Makes Square Cut, Shaking Device, Feeder and Screen, Bevel Gear Driven. For Prices write to

E. J. LEWIS, Middleport, N. Y.

Australian Exports Dried Fruits to Canada.

Dried Fruits for Canada—Apple Shipments to England.

Reporting from Melbourne, Consul-General J. P. Bray says that a profitable market for Australian dried fruits seems to be opening up in Canada and England, adding:

Some three years ago consignments were sent by Melbourne fruit dealers, bnt short yields during the succeeding seasons gave a temporary check to the trade. An excellent season is now being experienced and over 50 tons of raisins, sold to dealers in the leading Canadian cities, have just been forwarded by steamship from Sydney. These raisins are of excellent quality and were produced in the Mildura district of the State of Victoria.

As the present apple season in Australia is an exceptionally good one, large exports to England are anticipated. Of late years this trade with England has become firmly established, and a steady increase in cultivation is taking place with the view of further exploiting it. The following return shows the exports from Australia during the past four years, the bulk of which goes to England, with small quantities to Germany, South Africa, India, Ceylon and various Eastern destinations. Quantities are stated in centals (1 cental equals 100 pounds) and values in United States dollars.

	Quantity.	Value.
1903	227,028	$781,998
1904	391,396	1,041,396
1905	277,935	716,407
1906	206,930	651,585

It is anticipated that a very large increase will be shown by the year now in progress.

Jam Industry in Himalayas.

Methods of Manufacture by Mountain People of India.

Consul-General W. H. Michael, of Calcutta, thinks it will be of interest to Americans to know that a very nice line of jams and preserves and relishes is put up in cans and bottles in the Himalaya Mountains, 7,000 to 8,000 feet above see level. He, therefore, has prepared an article relating thereto:

There are three factories engaged in this business in Simla, the summer capital of the British India Government. The largest of these has its factory east of Jokko Mountain, about four miles from Simla. Here I found ten men busy at work putting up various kinds of jam. The house was made of wood and mud, whitewashed carefully inside, and the doors and windows were closely screened to keep out flies, bugs, etc. In fact, it was quite clean, and the jammakers were dressed in white cotton clothes, and were otherwise unusually clean in appearance for "Hill Indians." This little factory turns out per annum the following quantities of No. 2 cans of jam:

	Dozen.		Dozen.		Dozen.
Strawberry	300	Peach	50	Guava	75
Cape Gooseberry	100	Apricot	80	Lemon	10
Blackberry	75	Green Gage	30	Orange	25
Raspberry	25	Yellow Plum	50	Citron	5
Apple	10	Damson	10	Sweet Slice	25
Quince	20	Pear	5		

All of these retail at from $3.16 to $4.41 per dozen. Only the strawberry jam sells for the latter price, most of the others being $3.16 and $4 per dozen. The "mango chutney," put up in quart bottles, sells for $4 per dozen. That price makes them sell at 37c., 33c. and 28c. per can and bottle.

The strawberries, blackberries, raspberries, apricots, green gages, yellow plums, lemons, citrons and mangoes are grown on the sides of the mountains about Simla by the natives. The apples, quinces, peaches, damsons and pears are grown eighty miles north of Simla, in the mountains at Kulu. The guavas and oranges come from the plains near Lahore.

The fruits from Kulu, eighty miles back in the mountains, are carried by coolies in baskets, which weigh each sixty pounds, strung over their backs. It requires four days for the coolies to make the trip in over the narrow, tortuous path from Kulu to Simla. For this they receive 24 cents a day. The path or road is owned by the government, and two annas or 4 cents toll is charged. This is paid by the firm that buys the fruit. Men and women carry baskets of fruit, the women, as usual, receiving less than the men for the service.

The coolies who do the unskilled work of picking over the berries, peeling and seeding certain fruits, slicing mangoes, etc., receive from $3.35 to $4.00 per month, and board and lodge themselves. The jammakers receive from $10 to $13 per month, and board and lodge themselves. The latter are kept on the payroll the year round to keep them from revealing secrets of manufacture to competitors.

LOTS OF CANNERS SAY

That they would not try to use a Labeler without a Knapp Boxer. They are right too, for the Boxer saves from one to two persons.

The New Knapp Labeler has a new pasting device, with all the features of the regular Machine, and will do more and better work than any Labeler yet produced.

It is also made adjustable for 2, 2½, and 3 pound cans. It is automatic, simple in construction, always ready for instant use.

Uses REX RUSTLESS PASTE which prevents staining of labels.

Our new pasting device can be placed on any Knapp Labeler.

With this invention any kind of paste or cement may be used.

The Knapp Cap Labeler for labeling the ends of cans is a wonder. We make other kinds. Price according to capacity required.

We lease or sell outright and make exchange deals.

Ask us.

THE FRED H. KNAPP CO.,

324 WASHINGTON BLVD., - - - CHICAGO.

Jobbers' Views

Conditions as Observed by Leading Grocer Journals of Various Sections and Their Comments.

New York.

The crop situation still improves, and reports from the Peninsula point to an unusually large crop of tomatoes. Elsewhere the prospects are also favorable and future tomatoes have eased off in tone. Spot tomatoes are scarce and steady. Peas occupy a position of uncertainty, owing to the doubts as to the yield in the West, but there is a shortage of some of the desirable grades that is likely to continue. Large peas are scarce. Corn is showing up better in the crop outlook, and the market is naturally easier in tone. Fancy Maine corn is firm. The market for fruits is quiet and firm. Canned fish is quiet and firm. Alaska red salmon sometimes sells at $1.17½ per dozen. Domestic sardines are scarce and foreign are even more so.—*Merchants' Review.*

Philadelphia.

Spot tomatoes seem to have weakened somewhat during the week. Full standards in quantity certainly large enough for the demand are now offered at 90c. f. o. b. Most of these are 1905 goods, however, as 1906 pack are scarce. New pack No. 2s are offered for immediate shipment at 67½c., which is much below the spot price. The quality, however, is poorer than the spot goods. Future tomatoes are weaker also, and offers of 82½c. are now finding much more favor in the packers' eyes. There is some little interest on buyers' part in this latest decline. Corn is dull and unchanged. The acreage for this season is cut down, but the outlook is for a very fair pack. Peas are unchanged, but strong, especially for the larger sizes, which are scarce. The pack everywhere seems to be running to small sizes. Anything around 90c. in a large way is scarce. New prices have been named on future Baltimore peaches, as reported elsewhere. They are very high and have aroused no interest as yet. Apples are unchanged and dull. The California canned goods packers have withdrawn everything, save cherries, extra apricots, strawberries and grapes, which few buyers want. The Baltimore line is unchanged and quiet.—*Grocery World.*

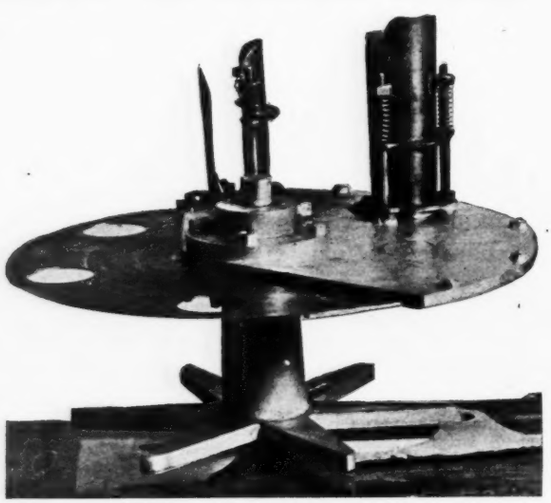
Chicago.

Interest in the deliveries which packers will be able to make on their future contracts is steadily increasing. It is impossible to tell yet, accurately, how the deliveries will come out. Peas are an uncertain quantity, but there is little doubt that quite a few of the packers will not put as many peas in cans as they expected to, and short deliveries of peas will be made in some quarters. Corn deliveries will no doubt be made in full, as less future corn has been sold this season than ordinarily. Tomatoes are a doubtful quantity. Tomatoes have been heavily sold by packers for later delivery, and as crop conditions are more or less uncertain, the probabilities are that there will be short deliveries by a good many canners. However, it is hard to tell just what will happen. All canned vegetables are very firm. All canned fruit prices are extremely high and will not go lower. Apricots are away up in price, and most packers have entirely withdrawn on cherries and peaches on all grades below extra standards. Baltimore packers now making prices quote stiff advances over last year's opening quotations. There is a scarcity in all canned berries and galllon pie fruit. Canned salmon, spot, is in good demand for consumption. The situation is stroug on the Pacific coast. Domestic sardines are very firm in price, as are canned lobsters.—*Grocers' Criterion.*

St. Louis.

The most interest displayed among the jobbers is in coming crops. On every hand there is anxiety for the deliveries of the new crop, and most of them are reconciled to the fact that they will not get what they ordered from the packers. Especially is this true of peas, one jobber saying that he had been informed by three different packers that they will make short deliveries. Canned apples, kraut and pie peaches are getting as scarce as hen's teeth and it is thought they will eventually be taken from the list entirely. There has been a heavy demand for apples, but trouble is being experienced in getting the goods. Salmon is up 5c. a dozen, with prospects of still further advances, owing to light catch and growing consumption. Corn is unchanged. Tomatoes are occupying a weak position, but there is a good demand. The outlook for the new pack is good, providing there is no frost, especially so in Maryland. In Indiana there has been considerable rain. The acreage this year is larger, the vines are budding nicely, but the packers are three weeks late in packing. Small canned fruits are scarce, mostly due to scarcity of labor, which is becoming a most serious problem in the canning industry. People are not picking blackberries, etc. The pack of strawberries will be light, owing to the short crop.—*The Interstate Grocer.*

LITTLE GEM CAP PLACER



Never misses placing a cap, and never makes doubles. Feeds solder hemmed caps to any size cans. Will work with any continuous capper. Simple—easily operated, nothing to get out of order. Cheap in price. . . . . .

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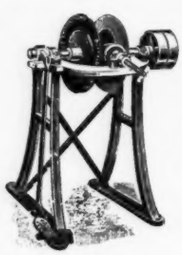

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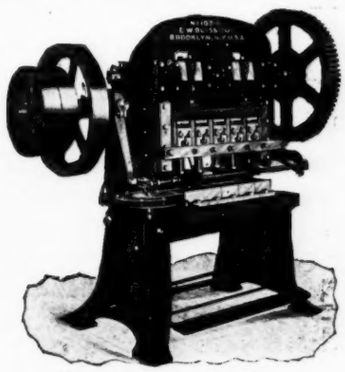

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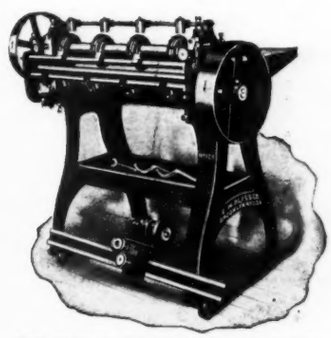

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IN WRITING ADVERTISERS, KINDLY MENTION THE TRADE.

Montreal, Can.

New prices are out on several lines and are the talk of the grocery trade. They were issued the latter part of last week, and are in most cases very high. Strawberries is the line causing the most talk, owing to the fact of there being no stocks held over from the last pack here, and also because of the talk of short crop. As will be noticed, quotations on this line are quite a bit above last year. Cherry prices are the same, while black currants, also red, are 10c. to 25c. higher. Rhubarb prices are 50c. to 75c. above 1906. Beets are advanced about 10c. Spinach is also considerably higher; no figures have been given out relative to peas, corn and other vegetables, while it is too early as well for certain fruits. There is talk of a very short crop of strawberries, and some say that the canners will not deliver more than 45% of their contracts. These parties believe that they give this as one reason for the high prices, saying that the canners must endeavor to save something for themselves, since they contracted to pay 15c. a case for all undelivered stock up to 60% of the orders taken. On the whole, jobbers are not surprised at the high prices, but expect a necessarily limited demand for strawberries when retailers are forced to sell them at 25c. a tin. Not so long ago the best could be bought at $1.65 to $1.75. Quite a demand is reported for old salmon. Prices on new salmon are quoted at 25c. to 50c. higher. New pack lobsters are selling at $12 to $16, which is $1 a case above last year. There is some complaint upon the quality of mackerel now offering; it is said to be anything but the very best. French mushrooms cannot be obtained anywhere, and it is not likely any will be offered during the next couple of months.

Toronto, Can.

All canned goods are in heavy consumption..—*Canadian Grocer.*

London, England.

Salmon.—There is nothing of importance passing in these goods. The demand is quietly steady, with firm prices. Lobsters are without change. Sardines are a somewhat difficult market. Fishing reports, both from Portugal and France, are unsatisfactory, which keeps supplies small and prices firm. Fruits.—The prices for new Californian fruits are not yet to hand, but they are expected daily and the prospect is that they will be very high. Pines are in good supply and the demand is very fair. The Malacca has arrived with 3,563 cases.

Liverpool, England.

The conditions in regard to canned goods generally have not altered very much during this week. Salmon.—The market is more or less firm at late rates, with a slightly better tendency in Alaska packs. Sardines.—Very little to report in this article, as very few shipments are to hand. Fruits.—These continue good, and as the indications of Californian fruits for the new pack are so much above the prices that are ruling for spot, holders are very shy about quoting. Pineapples.—Market quotations are firm, but with little business passing. Dealers are well supplied with stocks from recent shipments. The country demand is reported as being good. Tomatoes a little better.—*Grocers' Gazette.*

"Bliss" Automatic Can Body Forming Machine.

The machine above mentioned is the latest design of the Bliss Automatic Can Body Forming Machine. These machines are very compact in design and will produce with great rapidity and accuracy round can bodies with locked side seams, also oval or square bodies in the same manner.

The approximate output of this machine is 30,000 cans for a ten-hour day, although some manufacturers have produced as high as 35,000 in the same period of time under favorable conditions. The operation of the machine is very simple. After the body blanks have been cut they are placed in packs in a receiver on machine from which by means of fingers they are carried singly to the first operation for forming side-seam locks. After this operation has been done, they are carried automatically under former, where body is formed, and the side seam is closed at this point by means of a force; after which the formed can is carried off horn by means of fingers and allowed to fall into a receptacle placed under machine to receive bodies, or, as is often the case, be passed automatically to side seam soldering attachment, and again passed automatically to the heading machine. These machines are built in three sizes to make cans of the following dimensions:

Smallest diameter of round can body,	1 inch,	2 inch,	3 inch.
Largest " " "	2½ "	4½ "	7 "
Greatest length of round body,	4½ inches,	8 inches,	10 inches.

The machines weigh 1,200, 2,500 and 4,600 lbs., respectively, and are built by the E. W. Bliss Co., 25 Adams street, Brooklyn, N. Y., who make a specialty of manufacturing tin-can machinery.

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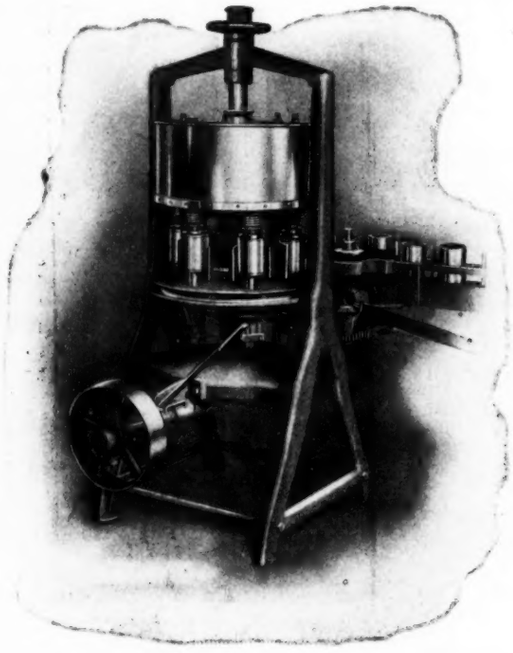

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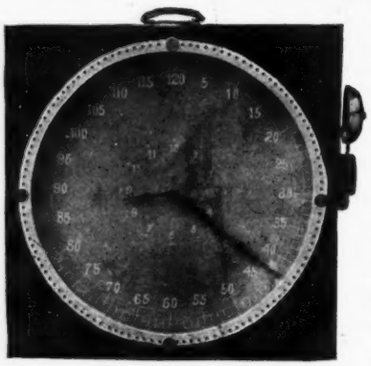

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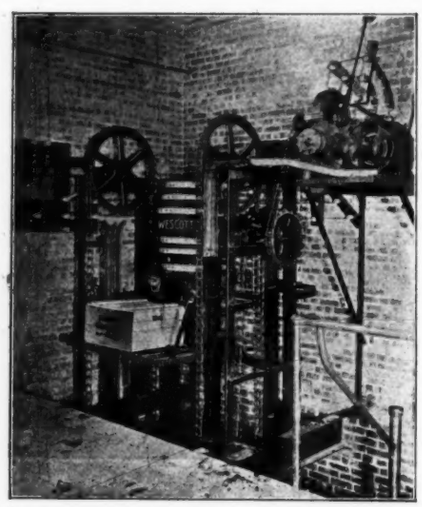

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Sinclair Scott Co., Baltimore.

PASTE.

Burt Machine Co., Baltimore.
Fred. H. Knapp Co. Chicago.

PAY CHECKS.

See Canners' Supplies.

PEA BLANCHINING BASKETS.

See Canners' Supplies.

PEA BLANCHERS.

Huntley Mfg. Co., Silver Creek, N. Y.

PEA CLEANERS.

S. Howes & Co., Silver Creek, N. Y.
Huntley Mfg. Co., Silver Creek, N. Y.
Geo. F. Wescott Co. Buffalo, N. Y.

PEA FILLERS.

Ayars Machine Co., Salem, N. J.
H. Cottingham, Baltimore.
Sinclair Scott Co., Baltimore.
Sprague Canning Machinery Co., Chicago.

PEA SEPARATORS or GRADERS.

H. Cottingham Baltimore.
S. Howes Co., Silver Creek, N. Y.
Huntley Mfg. Co., Silver Creek, N. Y.
E. Renneburg & Sons, Baltimore.
Sinclair Scott Co., Baltimore.

PEACH PITTER.

Judge Machine Co. Baltimore.
Mapes Machine Co. South Haven, Mich.

PEELING MACHINES.

Judge Machine Co. Baltimore-San Francisco.

PIG LEAD AND TIN.

S. Johansen & Co., Baltimore.
E. M. Lang & Co., Portland.
A. Schultz & Co., Baltimore.

PRESSES, DIES, ETC.

E. W. Bliss Co., Brooklyn, N. Y.
John R. Mitchell Co., Baltimore.
Slaysman & Co., Baltimore.
Stevenson & Co., Baltimore.
Stiles-Morse Co., Chicago, Ill.

PINEAPPLE MACHINERY.

H. Cottingham, Baltimore.
E. J. Lewis, Middleport, N. Y.
The John R. Mitchell Co., Baltimore.
Sinclair Scott Co. Baltimore.
Stevenson & Co., Baltimore.
Geo. W. Zastrow, Baltimore.

PROCESS KETTLES.

See Kettles, process.

PROCESS KETTLE ALARM.

Robt. A. Hutchinson, Salem, N. J.

PULP MACHINES.

S. Howes & Co., Silver Creek, N. Y.
Sinclair Scott Co., Baltimore.

RETORTS.

See Kettles, process.

REVOLVING SCREENS.

H. Cottingham, Baltimore.
Huntley Mfg. Co., Silver Creek, N. Y.
Sinclair Scott Co., Baltimore.

SANITARY CANS.

American Can Co., New York-Baltimore-Chicago.
Sanitary Can Co., Fairport, N. Y. Indianapolis-Bridgeton
L. & J. A. Steward, Rutland, Vt.

Sanitary Can Making Machinery.

Max Ams Machine Co., Mt. Vernon, N. Y.
L. & J. A. Steward, Rutland, Vt.

SCRAP TIN.

Ammidon & Co., Baltimore.

SIEVES AND SCREENS.

S. Howes Co., Silver Creek, N. Y.
Huntley Mfg. Co., Silver Creek, N. Y.
Sinclair Scott Co., Baltimore.
Sprague Canning Machinery Co., Chicago.

Scalders, Tomato, Etc.

Ayars Machine Co., Salem, N. J.
H. Cottingham, Baltimore.
Judge Machine Co. Baltimore-San Francisco.
Morral Bros., Morral, O.
Edw. Renneburg & Son, Baltimore.
Sprague Canning Machinery Co., Chicago.

SOLDER.

S. Johancen & Co., Baltimore.
E. M. Lang & Co., Portland.
North American Smelting Works, Philadelphia.
A. Schultz & Co., Baltimore.

SOLDERING FLUX.

Garden City Laboratory, Chicago.
The Grasselli Chemical Co., Cleveland.
German American Chemical Works. Baltimore.
L. Sonneborn Sons.
Geo. E. Lockwood, Philadelphia.
Marlou Chemical Co. Jersey City.

Solder Applied Caps and Machines.

A. Schultz & Co., Baltimore.

Solder Hemmed Caps.

American Can Co., New York, Chicago, Baltimore, San Francisco.
Continental Can Co., Syracuse, Chicago.
E. M. Lang Co. Portland, Me.

SOLDERING FURNACES.

J. S. Hull Mfg. Co., Baltimore.
Sprague Canning Machinery Co., Chicago.

SPIRAL CONVEYORS.

Jeffrey Mfg. Co., Columbus, O.

STEAM COILS.

Edw. Renneburg & Sons, Baltimore.
Sprague Canning Machinery Co., Chicago.
Geo. W. Zastrow, Baltimore.

STEELS, Capping.

See Capping Steels.

STENCILS.

See Canners' Supplies.

STRING BEAN MACHINERY.

H. Cottingham Baltimore.
S. Howes Co., Silver Creek, N. Y.
Huntley Mfg. Co., Silver Creek, N. Y.
E. J. Lewis, Middleport, N. Y.

SYRUPING MACHINES.

Ayars Machine Co., Salem, N. J.
Sinclair Scott Co., Baltimore.
Sprague Canning Machinery Co., Chicago.

TANKS, Iron.

See Kettles, process.

TICKET PUNCHES.

See Canners' Supplies.

TIME CHECKS.

See Canners' Supplies.

TIN PLATE.

Pope Tin Plate Co., Pittsburg, Pa.

TOMATO FILLING MACHINES.

Ayars Machine Co., Salem, N. J.
H. Cottingham, Baltimore.
Sinclair Scott Co., Baltimore.
Sprague Canning Machinery Co., Chicago.

TO BUY OR SELL MACHINERY, ETC.

For Sale ad in The Trade. Baltimore.

TOPPING AND WIPING MACHINES.

Ayars Machine Co., Salem, N. J
Sinclair Scott Co., Baltimore.
Sprague Canning Machine Co., Chicago.

TRUCKS.

See Factory Trucks.

TUBS, PAILS AND PANS.

See Canners' Supplies.

VEGETABLE CUTTERS.

The John E. Smith Sons' Co., Buffalo.

WIPERS, Can.

Morral Bros., Morral, O.
Sprague Canning Machinery Co., Chicago.
Ayars Machine Co., Salem, N. J.

WIRE BASKETS.

See Canners' Supplies.

WIRE CLOTH, Canners.

See Pea Separators and Graders.

WRAPPING MACHINES.

Burt Machine Co., Baltimore.

ZINC, Perforated.

See Canners' Supplies.

BALTIMORE CANNED GOODS MARKET.

REPORTED BY BROKERS.

F. O. B. Baltimore. Country Goods, F. O. B. Cannery.

UNLABELED GOODS ABOUT 2½c. LESS.

APPLES.

	Cash.	Regular.
Standard 2s	$	50 .....
" 3s	....	60 62½
" Gallons	....	1 90 2 00

BAKED BEANS.

Lunch 1s	$	31 35
" 2s	....	40 45
Tall 2s	....	40 45
" 3s	....	55 75

BEANS.

Green String 2s	$	47½ 50
" " 3s	....	65 70
" " Gallons	....	1 95 2 00
White Wax 2s	....	42½ 45
" " 3s	....	65 70
" " Gallons	....	1 75 1 80
Refugee 2s	....	65 70
" Extras, 2s	....	1 25 1 40
Green Lima 2s	....	 90
" " small 2s	....	....

BERRIES

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Strawberries	$	1 15 .....
" Extra Fancy Preserved Strawberries	....	1 60 1 75
No. 1 Ex. Pres. Strawberries	....	 95
" 2 Standard Raspberries	....	....
" Ex. Pres. Red Raspberries	....	....
" Standard Blackberries	....	75 .....
" 3 " "	....	1 05 .....
" 2 Extra Blackberries	....	1 25 .....
" " Fancy "	....	....
" Standard Gooseberries	....	1 00 .....
" " Blueberries	....	....

T. J. MEEHAN & CO., Brokers, Baltimore.

Blackberries, 2s	$	75 80
" " Pres	....	1 25 1 25
Blueberries, 2s	....	1 00 1 05
Strawberries, 2s	....	1 00 1 00
" Preserved 1s	....	90 1 00
" " 2s	....	1 50 1 75
" Gallons	....	5 00 5 50
Gooseberries, 2s	....	..... 87½
Raspberries, Red 2s	....	....
" " " Preserved	....	1 40 1 50
" Black 2s	....	1 35 1 35
" " " Preserved	....	....

CHERRIES.

Red 2s	$	....
White 2s	....	....
Extra White	....	....

CORN.

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 2 Full Standard, Shoepeg	$	70 75
" New York or Maine Style	....	60 65
" Seconds, Soaked	....	....
" Standard, Evergreen	....	62½ 65

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Sugar Corn, Harford Co.	$	65 .....
" " " Dry Packed	....	60 .....
" Ex. Sugar Corn, fine qual., dry pk'd.	....	75 .....

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Full Standard, Moist	$	70 75
" New York or Maine Style Dry Pack	....	60 65
" Seconds " " "	....	..... 57½

E. C. SHRINER & Co., Brokers, Baltimore.

2s Stowell's Evergreen Corn Standard	$	62½ 65
2s Standard Shoe Peg Corn	....	 65
2s Extra Standard Corn, Maine Style	....	 60

CORN AND TOMATOES.

No. 2	$	....
No. 3	....	....

OKRA.

Standard 2s	$	....
" 3s	....	....

OKRA AND TOMATOES.

No. 2	$	....
No. 3	....	....

OYSTERS.

	Cash.	Regular.
E. C. SHRINER & CO., Brokers, Baltimore.		
1s Lunch, Selects, Oval Cans	$	..... 1 15
1s, 6 Ounce Selects	....	....
2s, 12 " "	....	....
1s, 4 Ounce	$	 95
2s, 8 "	....	....
1s, 5 "	....	..... 97½ 1 00
2s, 10 "	....	..... 1 95
1s, Light Weight	....	....
T. G. CRANWELL & CO., Brokers, Baltimore.		
No. 1 Extra Lunch	$	1 25 .....
" 2 "	....	....
5 oz. No. 1 Standards	....	..... 1 00
10 " "	....	....
5 oz. Standards, tall cans	....	1 00 .....
10 " " "	....	....
4 oz. No. 1 Cove	....	95 .....
8 " 2 "	....	....
No. 1 Light Weights	....	55 .....
" 2 " "	....	....

PEARS.

Standard 2s	$ 85	....
" 3s	1 30	....
Extra Standard 2s	....	....
" " 3s	....	....

PEACHES.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Standard, Yellow	$	....
" Seconds, "	....	....
" Pie Unpeeled	....	....

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 3 Extra Standard Yellow Peaches	$	....
No. 3 " Selected " "	....	..... 2 25
No. 3 Standard, Yellow, Balto. packed	....	....
" Seconds, Yellow	....	....
" " White	....	....
No. 2 " Peaches	....	....
No. 2 Standard, Yellow	....	....
" " White	....	....
Gallons, Pie	....	....
No. 3 Pie	....	....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 3 Pies, Unpeeled	$	....
" " Peeled	....	....
Gallon Pies, Unpeeled	....	....
" " Peeled	....	....
No. 2 Seconds, White	....	....
" " Yellow	....	....
No. 3 Seconds, White	....	....
" " Yellow	....	....
No. 2 Standards, White	....	....
" " Yellow	....	....
No. 3 Standards, White	....	....
" " Yellow	....	....
" Ex. Selected, Yellow	....	....

E. C. SHRINER & CO., Brokers, Baltimore.

No. 1s Extras, Sliced for Cream	....	....
" 3 Standard, White	....	....
" " Yellow	....	....
" 3 " Extra Yellow	....	....
" 3s Selected, Yellow	....	....
" 3s Country Standards, Yellow	....	....
No. 2 Standard White	....	....
" Extra Standard, Yellow	....	....
" Seconds, White	....	....
" " Yellow	....	....
" 3 Seconds, White	....	....
" " Yellow	....	....
" 3s Peeled Pie, Yellow	....	....
" Pie, Unpeeled	....	....
Gallons, Pie, Unpeeled	....	....
" " Peeled	....	....

PEAS.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Early June, Full Standard	$	95 1 10
" " " Sifted	....	1 15 1 25
" Extra Sifted	....	1 35 1 60
" Petit Pois	....	1 65 2 00
" " " 2ds, labeled Standard	....	 85
" Soaks	....	 50
" Seconds	....	 85
" Marrowfat, Full Standard	....	 90

T. G. CRANWELL & Co., Brokers, Baltimore

No. 2 Second Marrowfat	$	....
" Standard " White	1 00	....
" Second Early June	80 85	....
" Standard "	..... 1 00	....
" Extra "	....	....
" Sifted "	..... 1 20	....
Ex. Sifted "	1 40 1 60	....
Ex. Fan. Sf'd " Petit Pois	1 75 2 00	....

PEAS—Continued.

	Cash.		Regular.
E. C. SHRINER & CO., Brokers, Baltimore.			
1 Sifted Early Junes			85
1 Finest Sifted, Petitis Pois			95
2 Early June Standard			95
2 " Sifted		1 05	1 15
2 " Extra Sifted		1 15	1 30
2 " Extra Fine Sifted		1 40	1 60
2 " Petit Pois		1 75	2 00
2 " Seconds		80	85
2 " " Sifted			95
2 " " Extra Sifted			
2 Extra Standard Early Junes		1 00	1 05
2 Extra Standard Marrowfiats		95	1 00
2 Marrowfat			95
2 " Sifted		1 00	1 10
2 " Extra Sifted			
2 Seconds		75	80

PINEAPPLE.

E. C. SHRINER & CO., Brokers, Baltimore.		
2s Seconds in Water, E. & C		85
2s Standards in Syrup, Not E. & C		95
2s " " " E. & C		1 15
2s " Grated, in Syrup		1 25
2s Extra Standard, Whole Circles, E. & C		1 45
2s Selected, Whole Circles, Heavy Syrup		1 60
2s " Grated, Heavy Syrup		1 60
2s Fancy Extra Selected, Preserved Sliced		2 00
2s Fancy Extra Selected Grated, Preserved	1 80	2 00
1s Standard Grated, Good Syrup, E. & C		90
1s Fancy Grated, Preserved	90	1 00
1s Cocktail, Heavy Syrup	95	1 00
2s Pie Grated. Solid Packed... .52½ in Syrup		55
3s Pie Grated, Solid Packed... .70 in Syrup		75
Gallon Pie Grated, Solid Packed 2.65 in Syrup		2 75
T. G. CRANWELL & CO., Brokers.		
No. 2 Seconds, Not Eyeless $	70	
" " Eyeless and Coreless	85	
" Standards, Not Eyeless	90	
" " Eyeless and Coreless	1 00	
" Ex. " " "	1 30	
No. 1 Ex. Fancy Sliced, Eyel's & Corl's	90	
" " Grated	90	
" " Cocktail	90	
No. 2 Extra Fancy Grated	1 75	
No. 3 Pie Grated, in Water	80	
" " in Syrup	85	
Gallon " in Water		
" " in Syrup	3 00	

TOMATOES.

	Cash.		Regular.
T. J. MEEHAN & CO., Brokers, Baltimore.			
No. 3 Full Standards	85		87½
" Seconds	80		82½
No. 2 Full Standards	67½		70
" Seconds	55		57½
Gallons; Standard			3 00
H. H. TAYLOR & SON, Brokers, Baltimore.			
No. 3 Full Standard		87½	90
" Seconds, Labeled Standards			85
No. 2 Full Standards			67½
" Seconds, Labeled Standards			65
T. G. CRANWELL & CO., Brokers, Baltimore.			
No. 2 Standard Tomatoes	67½		
" 3 " "	87½		
" 3 Ex. Select Tomatoes, Tall Cans			
" 3 Second Tomatoes		80	
" 2 "			
Gallon Standard Tomatoes	4 00		
E. C. SHRINER & CO., Brokers, Baltimore.			
No. 3 Standard			87½
" " Country			
" " Extras			95
" " Fair			
No. 2 Standard			70
" " Country			
" Second			57½
" 3 "			77½
Gallon, Standard			

NEW YORK CANNED GOODS MARKET.

(Reported by Special Correspondence.)

APPLES—Gallon New York State		@ 2 75
" Maryland gallons	2 50	2 60
" No. 3 Standards	85	90
APRICOTS—California Standards 2½s	1 85	2 00
ASPARAGUS—Oyster Bay	4 50	4 65
" No. 3 Tips	3 60	3 90
BEANS—No. 2 Lima	90	95
" Baked, No. 3	70	97½

NEW YORK CANNED GOODS MARKET—Continued.

CORN—No. 2 New York State	72½	75
" " Maine	85	87½
" " Maine, Fancy	1 00	1 05
" " Southern	62½	65
" " Western, 2s	65	67½
LOBSTER—Flats, ½-lb	2 25	2 50
" flats, 1-lb	4 50	
OYSTERS—5 Ounce Standards	97½	1 00
" 2-lb. 10 Ounce	1 85	1 90
PEACHES—2½ Standard, California Yellow	2 15	2 25
" 2½ Extra Standard, California	2 45	2 50
" Southern Standard 3s	1 70	1 90
PEARS—California 2½	2 00	2 25
PEAS—No. 2 Early June Extra Sifted	1 60	1 75
" " " " Sifted	1 05	1 15
" " " " Standard	1 00	1 10
" " " " Seconds	82½	90
PINEAPPLE—No. 2, Eyeless and Coreless, Extra	1 25	1 40
" " Grated	1 35	1 45
" Standards	1 05	1 25
PUMPKIN—No. 3	75	1 00
Gallon	1 90	2 00
SALMON—Columbia River talls, 1-lb		
" " " flats, 1-lb		
" " " " ½-lb		
" Alaska Red, talls, 1-lb	1 15	1 17½
" Medium Red, talls, 1-lb	97½	1 05
" Chums, talls, 1-lb	92½	95
" Sockeye, flats, 1-lb		
" " talls, 1-lb		
" " flats, ½-lb		1 15
" Alaska Pink, talls, 1-lb		1 00
" Cohoes, talls, 1-lb		
" Cohoes, flats, 1-lb		
STRAWBERRIES—Gallons		
" Standard 2s	85	95
SUCCOTASH—Maine pack, 2s		
" State pack, 2s Southern		
TOMATOES—No. 2 Standard Maryland	80	82½
" No. 3 " "	90	92½
" No. 3 " New Jersey		
" Gallons, Maryland		3 75
" Gallons, Jersey		3 75

CANS AND CANNERS' METALS.

F. O. B. BALTIMORE, MD.

CANNERS' AND PACKERS' SOLDERS.

	½x½	9x10	8x10
Drop and Bar			
Wire Coil	$ 26	25	24
Wire Segments	26	25	24

CANS.

AMERICAN CAN COMPANY.

FOR IMMEDIATE ACCEPTANCE.

No. 1 Standard Cans, 1½ inch opening			$10.30 per thousand.	
" 2 " 1½ "			14.25	"
" 2½ " 2 1-16 "			18.25	"
" 3 " 2 1-16 "			19.00	"
" 10 " 2 1-16 "			46.00	"

SOLDER HEMMED CAPS.

S. H. $1 00 P. H. $1 45 P. A. H. $1 90 per thousand.

Continental Can Co., prices same as above, Cans and Solder Hemmed Caps.
A. Schultz & Co's. Solder Applied Caps, same prices as Solder Hemmed.

INDEPENDENT PRICES.

No. 1.	2 S. H.	2 L. H.	3 Stand.	No. 10.
$10.50	$13.75	$14.25	$18.25	$46.00 per thousand

SANITARY CANS.

SANITARY CAN CO.	PLAIN.	ENAMEL.
No. 1	$12.00	$15.00
No. 2	16.50	20.00
No. 2½	21.00	25.00
No. 3, 4⅞ inch	22.00	26.50
No. 3, 5½ inch	25.00	
No. 10	47.50	57.50

SOLDERING COPPERS MATERIALS, ETC.

Capping Coppers	$ 31			
Carboys	1 50			

TIN PLATES. F. O. B. MILL.

I. C., 14x20, 107 lbs. Bessemer Steel	4 00			
I. C., 14x20, 100 lbs. Bessemer Steel	3 85			
I. C., 22x27¼, 90 lbs. Bessemer Steel	8 00			
I. C., 19½x27, 95 lbs. Bessemer Steel	7 15			

PIG TIN.

	5 to 10 tons	1 to 4 tons		
Straits	$40 00	40 50		
Malacca	40 00	40 50		

PIG LEAD.

Omaha	$ 5 35	5 60		

Standard Sizes for Cans.

	DIAMETER.	HEIGHT
No. 1 Cans	2 11-16 in.	4 in.
No. 2 Cans	3⅜ in.	4 9-16 in.
No. 2½—California	4 in.	4¾ in.
No. 3 Cans	4 3-16 in.	4¾ in.
No. 6 Cans, to contain double the quantity of No. 3		
No. 10 Cans, (Gallons)	6¼ in.	6¾ in.

All outside measure at largest parts.

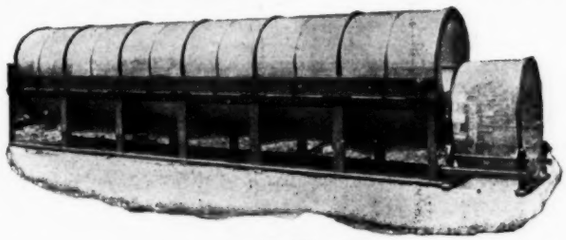
FOR SALE.

75 Crates Standard, 3 Tier, Double Bale; As good as New.
Address,
"B. W. C." care The Trade.

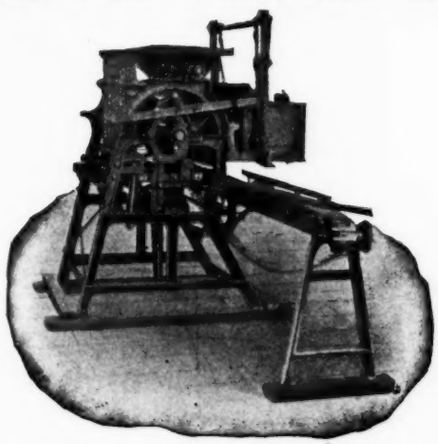
FOR SALE CHEAP.

Bakers Improved Grasshopper Scalder, 1907 Model.
VANCE & BAKER MFG. CO.
Muscatine, Ia.

The "Colossus" Pea Separator.



Bucklin Pea Filler and Briner



The Cinclair-Scott Co.,
BALTIMORE, MD.

Manufacturers of the Strictly High Grade Nickel-Steel
"MARYLAND" AUTOMOBILE.

IDENTIFY YOUR CANS.

I offer the simplest possible method of identifying your goods by means of

TIN CAN INK.

This Ink is specially made for the purpose and will stand processing and handling. Once on the can it is indellible. Applied with a rubber stencil or stamp. Can have your own mark, designating the goods, the quality and anything desired. The cheapest and most effective means of identification. Send for samples and prices.

Get My Prices on Rubber Stamps.

A. E. MACNEAL,

107 S. FREDERICK STREET, BALTIMORE, MD.

ESTABLISHED 1870.

We manufacture the best

GOLDEN LACQUER

On the market for Canners use. For Rusty Cans use our

SILVER

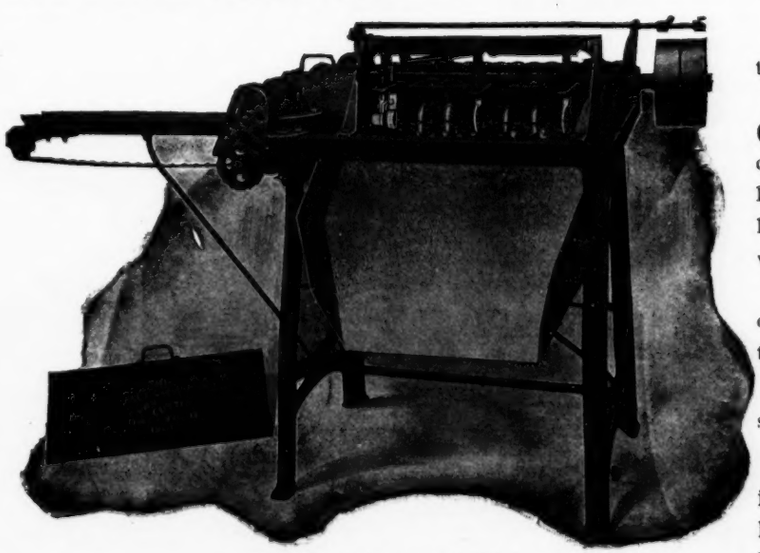
Which Will Make Them Look Bright, Same As Original

JOHN G. MAIER'S SONS

MANUFACTURERS **Lacqures, All Colors.**

BALTIMORE, MD.

...THE MORRAL DOUBLE CUT CORN CUTTER...



MORRAL NO. 2 CUTTER

A machine that will interest every canner who packs the large varieties of sugar corn.

We are now making the well-known **Morral No. 2 Corn Cutter** with an attachment whereby the grains of corn may be cut in two pieces at one operation, and the large varieties of **Evergreen Sugar Corn** will look like **Country Gentleman Sugar Corn** when cut with this cutter.

This cutter is more desirable than any recutting machine, as it will cut the corn twice at one operation, and the corn has a better appearance after it is cut.

Every canner who packs the large varieties of corn should have the **Morral Double Corn Cutters.**

We also manufacture **The Morral Corn Silk Brushing Machine, The Morral Corn Cooker-Filler, The Morral Can Wiping Machine, The Morral Labeling Machine** and other canning machinery.

MORRAL BROTHERS - - - - - Morral, Ohio.

New Seam SANITARY CAN.

WESTERN TERRITORY
FEDERAL CAN CO.,
19th & HARRISON STS.
San Francisco, Cal.

EASTERN TERRITORY
SANITARY CAN CO.,
105 HUDSON STREET,
New York City.

Manufacture these cans for sale under our patents.

NO HOLES **NO CAPS**

The Entire Top Open.

SEALED WITHOUT

HEAT, SOLDER,

or objectionable

FLUXES,

PREVENTING SCORCHING AND BLACK SPOTS.

Impossible in packing to lacerate delicate food products. Will stand both retort and bath processing. A perfect sanitary can is obtained, eliminating all the faults of the old unsanitary type, making an ideal package, as cheap, more attractive, wholesome and better than anything yet devised.

A descriptive illustrated catalogue and sample will be sent upon request.

We furnish complete outfits for making these Cans.

Round, Square or Irregular Shapes.

All Packers, Brokers, Jobbers and Retailers should recommend goods packed only in this package.

MAX AMS MACHINE CO.

MT. VERNON, NEW YORK CITY.

EUREKA SOLDERING FLUX.

TRADE

MARK

Registered U. S. Patent Office.

We have good reasons for asserting that Eureka Soldering Flux is second to none in quality and uniformity. Our own knowledge of the subject confirms this statement; our customers tell us it is so, and prove it to us by sending their orders. The constantly increasing demand is the best proof of its merits.

It will reduce leaks to the minimum, and save much worry and trouble to the user.

We can supply you from any of the branches or agencies named below. Let us send you our booklet; better still, let us ship you a barrel.

THE GRASSELLI CHEMICAL CO.,
Cleveland, Ohio.

BRANCHES:

New York, 60 Wall St. ***Detroit, Mich.***
Chicago, 117 Michigan St. ***New Orleans, La.***
Cincinnati, O. ***Milwaukee, Wis.***
St. Louis, Mo. ***St. Paul, Minn.***
Robert C. Griffith & Co., Maryland Bank Bldg. Baltimore, Md.
C. W. Pike Co., 9 Mission St., San Francisco, Cal.

Eureka Soldering Flux is manufactured strictly in accordance with the requirements of the Pure Food Law.

EMPLOYMENT EXCHANGE.

Paid subscribers can use this column *Free* for securing either positions or hands. To all others the charge is 20c. per line, one time, or 50c. per line, monthly; cash with order. Where the address is care of THE TRADE, stamps should be sent for answers, as the P. O. requires renewed postage on such.

HELP WANTED.

WANTED.—Massachusetts concern manufacturing bakers' and confectioners supplies wants thoroughly competent foreman to take charge of department where pie filling, preserves, jellies, jams, crushed fruit extracts, ice cream supplies, etc. are made. State salary expected.
HAPGOODS, 305 Broadway, N. Y.

WANTED—Competent Man to take charge of Can making plant; steady position to man of ability and experience. Address, A. A. A., care The Trade.

WANTED—Manager for an old established canning factory, high-class goods, must thoroughly understand the canning of fruits and vegetables, also jams, catsup, baked beans, etc., must also be a competent manager of help, steady employment to the right man. State salary wanted and give reference. Address, Apply Box, care The Trade.

WANTED—A Man who can pack berries, vegetables, fruits, soups, syrups, meats and any other local commodity in a plant that wants to run the year through; sober, reliable, intelligent and experienced. Lebanon Packing Company, Lebanon, Tenn.

WANTED.—Manager for a small preserving plant in Chicago. Must understand preserving of citron; also Maraschino cherries. Commercial ability necessary. Give full reference and state salary wanted. Communications treated confidential. Address X. Y. G., care of THE TRADE.

WANTED—Competent, Experienced Hawkins Capper Operator, to operate Hawkins Capper, during tomato and full pack product season. Give reference, experience and wages on which will take employment. Address S. B. N. CO., care R. R. B. CO., 815 Spruce St., St. Louis, Mo.

WANTED—Experienced Sprague Corn Cutter Operator. References required. Address, New Glenwood Canning Co., Glenwood, Ia.

WANTED—Two experienced Tippers, two Patchers and one Climax Capping Machine Operator. Must furnish good references. Address, New Glenwood Canning Co., Glenwood, Ia.

WANTED—Reliable man to take active charge of a canning factory in South, canning sweet potatoes; must be thoroughly familiar with all details relative to packing same. Satisfactory references required. Address GENERAL, care The Trade.

WANTED—Two experienced Tippers, two Patchers and one Climax Capping Machine Operator; must furnish good references. Address New Glenwood Canning Co., Glenwood, Ia.

SITUATIONS WANTED.

Notice to packers and canners—Your attention is called to the fact that the Superintendent Processors' Association furnishes you with first-class expert processors and superintendents free of charge, therefore, when you desire to make a change or are in need of a good superintendent or processor, kindly drop the Secretary a card or send stamps and he will furnish full particulars, so you can be placed in communication with several, and thereby select your own choice and make your own terms with them. For full particulars, address Wm. Smith, Secretary, Superintendent Processors' Association, care The Trade, Baltimore, Md.

POSITION WANTED—Thoroughly up in the following lines: A full line of Straight Soups, 25 varieties. A full line of Condensed Soups, 20 varieties. Condensed Mince Meat, 2 grades. Wet Mince Meat, 2 grades. Plum Pudding, Pork and Beans, plain and with tomato sauce, Chilli Sauce, Worcestershire Sauce, Fruit Butters, Pickled Peaches.
Address "F. L." THE TRADE.

POSITION WANTED—By Processor and Manager having years of experience packing fruit and vegetables of all kinds, also winter goods and making of cans. Am familiar with all the latest and most approved machinery; can give best of references as to character and ability.
Address, "T. C.", 330 Girard Avenue, Baltimore, Md.

WANTED—Position by reliable man with 12 year experience in the manufacture of high grade Preserves, Jellies, Jams, Catsup, Fruit Butters, Chili Sauce, Woster Sauce, Olives, Pickles, Relish, Baked Beans, Maple Syrup, Mangoes, can render good service as manager of Help. At present head of a large local concern. Address W. McHugh, 901 Union Avenue, Allegheny, Pa.

WANTED—Situation as manager or processor, practical, understand processing of all kinds of fruits and vegetables, winter goods, sauer kraut, baked beans, cove oysters, sweet potatoes, and extra fine flavor catsup, etc. Can make cans by hand or machinery, and attend to all machinery for can making, and all kinds of pipe fittings, also all kinds of capping. Twenty years experience, best of reference.
LAWRENCE KING, 2208 Fairmount Ave., Baltimore, Md.

WANTED—Position as Cook, catsup, Chili sauce, preserves, butters, etc.; practical in putting up the highest grade, as well as compound. Address Arnold A. Uller, 1418 East Fifth street, Kansas City, Mo.

WANTED—Position as Superintendent or Manager of Canmaking Factory or Machinery Man; also, understand packing of tomatoes; have had two years' experience at this. Address Jersey, care THE TRADE.

POSITION WANTED—by first-class vinegar maker, distilled, cider or malt vinegar. Highest yield. A 1 references. Address, GEORGE BEUESCH, 771 Michigan Street, Buffalo, N. Y.

WANTED—Position by young man as Asst. Sup't. or processor, for canning spinach, beets, berries, apples and pumpkins. Tomatoes, corn and beets a specialty, reference furnished. Address, L. O. B., care The Trade.

WANTED—Position as Manager or Superintendent of large canning factory; am an expert processor of all fruits and vegetables and practical in every way; have had large experience and can furnish best of references as to ability and character. Address Money Maker, care THE TRADE.

WANTED POSITION—As superintendent processor; have had 15 years experience in packing and processing all kinds of fruits and vegetables. I am up-to-date in steam fitting and the installation, care and working of all machinery used in a factory—in fact can give plans and superintend the building of new plants complete; am a good manager of help, am strictly temperate and can give the best of reference. Address, "G. G. W."
612 East Grand River Street, Clinton, Mo.

WANTED—Position as Processor; can pack full line of fruits and vegetables; grading of peas and packing Maine style corn a specialty; prefer Western or Southern plant; state salary and length of season you can offer a man with a good past and up to date; references furnished. Address New York State, care THE TRADE.

WANTED—Position as Assistant Processor or Foreman; would consider a first-class bathroom proposition, charge of cappers, dotters and fillers included. Address Assistant, care THE TRADE.

When in Doubt

whether it be of how to pack any special article, of the exact directions to put up anything in canned or preserved goods,

Consult

me, and I will give you the benefit of my years of experience in this line, and the charge will be very reasonable.

W. L. Hinchman, Ph G.

26 Milton Ave., Baltimore, Md.

QUINN'S PERFECT SIEVING MACHINE

FOR CATSUP AND FRUIT PULPS.

This Machine does its work quickly and economically. Does perfect work and is noiseless. Is easily and quickly cleaned, and does not gather verdigris. Requires little attention. Capacity 600 Gallons per hour. Floor space 2x4 feet. Price $70.00.

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IN BUCKLINITE COATED CANS AND PRESERVE THEIR

Natural COLOR and FLAVOR

NO CHANGE IN YOUR MACHINERY OR METHODS

The same can you have always used, except that it is coated on the inside, which prevents metal action and its consequences—the bleaching of fruits or vegetables.

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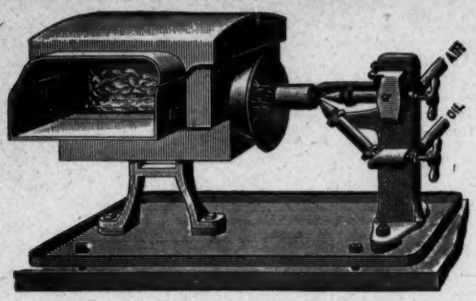

Why not save at least 50% in fuel alone by equipping your Factory with this safe and durable system? Over One Thousand now in operation. Our Burners produce a most substantial heat and last a life time. The present price of Gasoline must force you to look for something cheaper. We have it for you. You will be taking no chances, but will save money by adopting it, ask for Catalogue.

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The "Eureka" Can Filler has no equal. Thoroughly efficient, great capacity.

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Every can well filled.
Automatic in operation.
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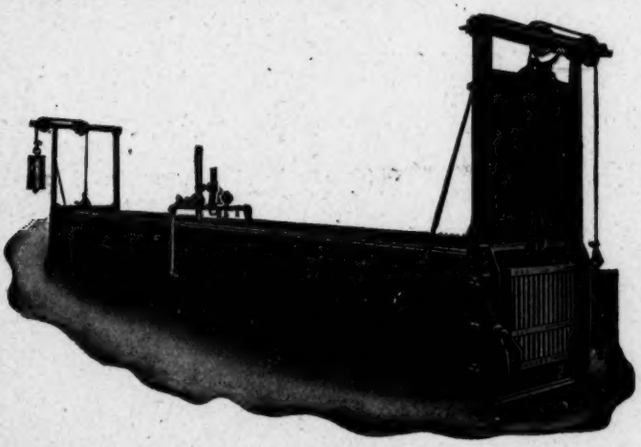

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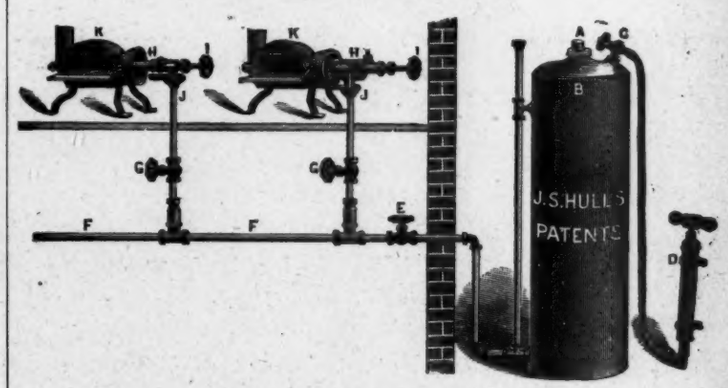

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During the rush of the season you want shipments, not promises. Those who have contracts placed with us, have only to indicate their necessities and we will give them the best of service at all times.

We very cordially invite those who have purchased elsewhere to give us a trial shipment in the rush season and let us demonstrate to them how we handle "hurry up" orders.

Our three factories one each at Baltimore, Syracuse and Chicago, make our capacity large and flexible and we are able to take care of all orders in the best possible manner.

Awaiting your further commands, we remain,

Yours very truly,

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